Board of Trade Journal

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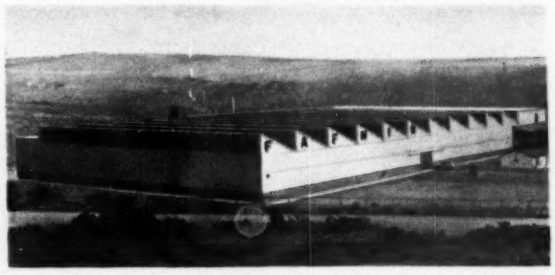

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Front cover photograph

In the Tool Room of the Hoffmann Manufacturing Co. Ltd., Chelmsford, this operator is boring one of the many holes required in a highly accurate and extremely intricate progression tool. These tools produce steel cage halves for ball bearings at approximately 116 per minute on a 25 ton CVA press. The tool has 138 different parts but as many of these are duplicated there are 362 pieces in all. Low carbon steel strip is fed through the tool and seven operations are performed at each stroke of the press, these being guide holes, centre blanking, slitting, pre-bend, pocketing, rivet-hole piercing and cropping cage from strip. The firm exports ball and roller bearings to over 90 countries, including some in the Eastern Area. Direct exports are growing, but by far the larger proportion is in indirect exports in the many private and commercial vehicles, machine tools, aero engines and aircraft, and other engineering and scientific apparatus which are exported by their customers. Hoffmann is represented overseas by over seventy agents and distributors and several hundred stockists. In Belgium and Holland Hoffmann selling companies have been established for some years. In recent years a special help has been made, successfully, to step up Hoffmann exports to Common Market countries.

(Photograph taken by K. A. Linge, Hoffmann Works Photographer)

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RESEARCH AND INDUSTRY (5)

Development and exploitation of research results by NRDC

BY R. A. E. WALKER, SECRETARY, NATIONAL RESEARCH DEVELOPMENT CORPORATION

This is the fifth of a series of articles dealing with research and industry. The writers will cover the Government's contribution as well as outlining the research undertaken by representative trade associations and individual companies.

The Corporation and its role

THE PROCESS BY WHICH science is used to benefit the economy by the diffusion of new and improved technology in industry is a complex one. It could be argued that if the United Kingdom were to cut down on its research and development efforts for a period of years and concentrate on a crash programme for improving productivity by the use of existing knowledge and techniques, we should rapidly reach a very high productivity rate indeed.

But while action of this kind might give startling results, it would no doubt have a disastrous effect in the long term. We cannot neglect the need for progress on all fronts, that is, in acquiring fundamental knowledge, as well as providing for its application. It is important to appreciate the relationship of science and technology to the growth of the economy, and to ensure that our scientific and technical efforts are satisfactory and that the best use is being made of all our resources.

Under constant discussion is the question whether the development efforts of industry, and of the public organizations which serve it, are indeed adequate in this world of increasing competition in which industry necessarily has to move forward at an increasing pace. It is the task of the National Research Corporation to assist industry in making these efforts. The Corporation is playing a live and increasingly significant role in the application of science in industry, and it should be to the advantage of the industrialist to know something of the Corporation and the nature of its role.

This role and its identification with the practical needs of industry was seemingly recognized by the Government when in February this year the Prime Minister announced that the Corporation would continue to be associated with the Board of Trade, and not become the responsibility of the Secretary of State for Education and Science as had been recommended by the Trend Committee.

The Corporation was established in 1949 under the Development of Inventions Act 1948 and its terms of reference permit it to meet three classes of public need. First, to secure the commercial exploitation of inventions made in the research establishments of Government Departments. Second, to perform the same task, when called upon to do so, for inventions arising in other centres of research where public money is spent, such as the Universities and the Colleges of Advanced Technology. Third, 'where the public interest so requires' to sponsor the development of worthwhile inventions whatever their source. An Act of 1954 extended these terms of reference by giving the Corporation the power *inter alia* to sponsor research likely to lead to inventions of practical importance.

The Corporation's first Report and Accounts were published in June 1950. Since then, apart from the handling of a large number of inventions made in the laboratories of Government Departments, its activities have proliferated through many branches of research development, until, well into its second decade of existence, the Corporation stands behind some promising inventions of the century. To attempt an account of all of these in a short article would be impossible. The annual reports published since 1950 unfold, year by year, an expanding catalogue of many British inventions supported by the Corporation. Some of these will be referred to later in this article.

It is important to anyone having dealings with the Corporation to know that (a) the Corporation is financed by Board of Trade loans, and (b) that the 1948 Act requires the Corporation to manage its affairs so that, insofar as could be done consistently with the fulfilment of its purposes, the financial return from its activities should be sufficient to meet its outgoings on revenue account, taking one year with another. The need to balance the books has not always been found to be compatible with the Corporation's statutory obligation to act in the public interest. Nevertheless, no hesitation has been shown in the sponsoring of long-term projects obviously in the public interest, even though they might show little prospect of any short-term financial profit.

But the service the Corporation renders to the nation should not it is suggested be measured in terms of immediate financial returns to the Corporation, for the introduction into use of a new invention may well have an incalculable effect on an industry; at worst, it may result in an increase of the business of the licensee and thus in the country's trade; at best it may result in the creation of a whole new industry.

Fortunately, the Corporation's terms of reference are broad and liberal and in general permit the Corporation to sponsor the development of an invention clearly in the national interest whose proper sponsorship is genuinely unprovided for from other sources.

Corporation's development activities

The Corporation's development activity requires the Corporation to take an immature idea, sometimes only an idea on paper, or an idea which has been worked on to some extent in a laboratory and shown to have promise, to the stage of maturity where industry is prepared to take over. The point at which the Corporation enters on the support of a development project and the point at which it hands over to industry has varied so widely in practice that it is not possible clearly to specify as matters of rule the point of entry and the point of handing over.

The Corporation's experience has ranged over the whole spectrum

of activity which constitutes development: from the support of a proposal for research and development designed to produce inventive results for meeting a specific need (prior to the conception of the required invention) to the support of initial production at the early commercial stages. The ultimate object is to demonstrate that the inventions concerned are capable of being used to practical advantage on a commercial basis and are thus ready for industry to take over.

The essence of the activity is the provision of finance for the work, and wherever practicable and appropriate its management. Save where the responsibility is shared, e.g. in the case of joint ventures, the Corporation's sponsorship of a project normally requires it to assume responsibility for all aspects including planning of the progress of the work, obtaining patents in the United Kingdom and abroad, the assembly of know-how gained while the work is in progress, arranging for participation of the inventor himself, where appropriate, and setting a target for the stage at which industry is invited to take over. Overall, the Corporation's decisions in all these matters have taken account of the public interest on the one hand and of the commercial objective on the other, that is, the recovery of the Corporation's investment (if the project is successful) together with profit.

The Corporation's role is therefore to be distinguished from that of a Government Department in the placing of a research and development contract, the object of which in most cases is to secure an end product required for its own needs or the needs of the Fighting Services, without regard to recovery of the total expenditure involved.

The Corporation has evolved its own methods of handling individual projects based on a commercial approach, as distinct from Departmental contracting procedures and precedents. Indeed the Corporation is so reluctant to set precedents for general application that it does not attempt to fit a new project into the pattern of any arrangement made for a previous one. It relies on the variety of its experience gained over the years. The Corporation's methods are based on the need to provide finance at a greater risk than would be acceptable to the commercial financing institutions along with commercially sound arrangements for recovery and profit taking if a venture proves successful. If unsuccessful, the Corporation's investment is treated as irrecoverable in relation to that project.

The many roles the Corporation has played in supporting development is evidenced by the methods and arrangements it has employed in specific cases. These range from cases where the Corporation has set up its own subsidiary companies, participated in joint ventures with firms in industry and with Research Associations, or has given development contracts frequently to the originating inventive source itself.

Since the Corporation was established it has provided financial assistance amounting to around £6 million for over 100 development projects. A catalogue of each such project and its history is outside the scope of this article. It should be stressed however that the projects as well as being relatively numerous have technologically been extremely diverse.

Some Corporation development projects

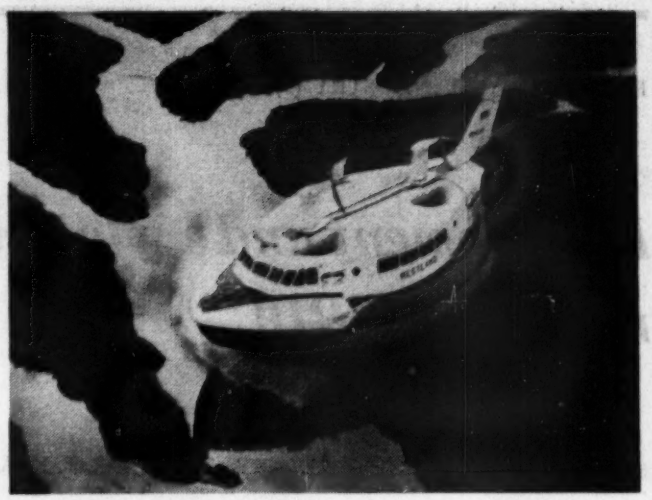
The foregoing serves as an introduction to two of the Corporation's development projects (which at present number over 50, all in diverse fields). Each will, it is thought, have a direct effect on the lives of every man-in-the-street in the future. They also indicate the range of the Corporation's interests and, in the case of the Hovercraft, their policy in sponsoring not only the private inventor but also long term projects.

Hovercraft

Probably the most publicized of all the present operations sponsored by the NRDC is the Hovercraft. It is not surprising that this revolutionary invention has captured the public imagination. It is certainly one of the largest projects in terms of finance that the Corporation has ever undertaken. The inventor of the air-cushion principle, Mr. C. S. Cockerell, had worked unsponsored for some years when the then Ministry of Supply commissioned a programme of assessment and research but went no further. In 1958 the Corporation came to the rescue in response to a direct appeal from the inventor, assuming responsibility for development. A development company, Hovercraft Development Ltd., was formed and financed. This company instituted a programme of advanced research and development and placed a contract for the design and manufacture of the first experimental manned Hovercraft, the SR-N1. This craft was completed in October 1959. Since then, the project has attracted so much notice in the technical press, in the newspapers and popular journals, and on television, that it is believed that the nature and the potentialities of this new form of transportation have become widely known.

From that time, the development company has been collaborating with United Kingdom industry in the development, construction and testing of a range of prototypes, and in carrying out various research and project studies. It is now considering participation in the operating stage in order to put Hovercraft firmly on the map as a commercially viable form of transportation.

The Hovercraft



The Westland SR-N2 Hovercraft seen during recent development trials over saltings and marshland at the entrance to Beaulieu River off the Solent.

Fuel cells

Scientists have been hunting the 'fuel cell' ever since Sir William Groves first envisaged it in 1831. In 1899 a fuel cell was actually made to work, but lack of suitable materials and technology prevented its further development.

The Corporation has for some years been supporting research and development in respect of fuel cells, which are intended to provide a means for the direct generation of electricity from chemical reactions. There are many possible applications for fuel cells and fuel cell systems.

The Corporation has been concerned with two types of cell - the hydrogen/oxygen cell, sometimes known as the 'Hydrox' cell, which has been the subject of research and development work by Mr. Francis Bacon over a number of years, and the high temperature cell under development at the Sondes Place Research

THE PATENT OFFICE LIBRARY

'It is presumably common knowledge that we in London possess in the Patent Office Library one of the finest technical and scientific libraries in the world.' (*British Journal of Photography*, May 7, 1954).

And the news is still spreading. Visits to this national public reference library have increased from 80,000 *in* 1960 *to nearly* 120,000 *in* 1963. *Are your technical and scientific staff aware that they can come without formality between* 10 *a.m. and* 9 *p.m., Mondays to Fridays* (10 *a.m. to* 1 *p.m. Saturdays) and have free and immediate personal access to* 10 *miles of shelves? There they will find* 9,000 *current periodicals and* 100,000 *textbooks, in addition to the world-wide collection of patent specifications. They may also find useful the while-you-wait photocopy service at* 9*d. a page; the postal service has been speeded up, too. The Library is at Southampton Buildings, Chancery Lane, London, W.C.*2.

Institute, sometimes called the 'Carbox' cell, which is capable of consuming carbonaceous and hydro-carbon fuels.

Discussions with industrial interests in the United Kingdom have resulted in the Corporation setting up a partnership in conjunction with three major United Kingdom industrial firms (British Petroleum, British Ropes and Guest, Keen & Nettlefolds), and the creation of a subsidiary company, Energy Conversions Limited, which has assumed responsibility for further developments and also taking over the Corporation's assets and all the benefits and obligations of the licensing and technical interchange arrangements which the Corporation had made with its United States Licensees.

The pace of research and development in the United States has continued to increase and it is noteworthy that a fuel cell power plant, based essentially upon the original work of Mr. F. T. Bacon, is being engineered by the Corporation's United States Licensees for use in the 'Apollo' space programme.

Joint development ventures with firms

Increasingly, the Corporation's development activities have involved joint ventures with firms in respect of important projects which the firms themselves have conceived, but for the furthering of which they have been unable to provide adequate finance and facilities from their own resources.

The Corporation believes that it has an important role to play in the future in assisting industry in this way, and thus benefiting the economy overall.

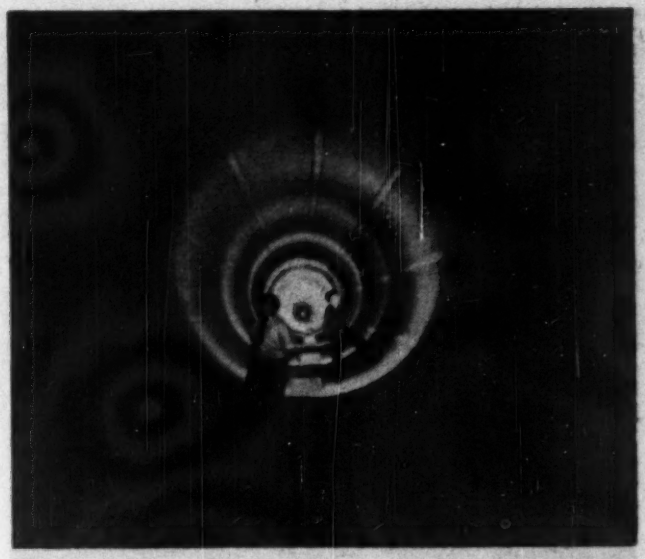
Corporation's exploitation of inventions

The Corporation's exploitation activity, considered as a commercial operation, is essentially a sales effort aimed at persuading firms in the United Kingdom and overseas to make use of the Corporation's inventions on agreed terms.

The inventions are the subject of holdings by the Corporation of United Kingdom and overseas patent rights. The portfolio is a live one: new items are continually being added, while existing ones are continually being dropped, because the patents have expired or because they are no longer revenue earning or for some other reason. They relate to a very wide range of industries: drugs, electronics, instruments, and mechanical engineering of vast diversity from automatic gears for motor cars, automatic oil well drilling plant, to potato harvesters.

The exploitation activity involves the Corporation in continuous attempts to persuade firms in industry to use those inventions in the Corporation's portfolio which have emerged from the originating source in a condition sufficiently mature to permit their adoption either with no further development or with such development as the firm is willing to carry out at its own cost. These attempts primarily rest on the Corporation's initiative: the Corporation makes the approach to the individual firm. But publicity in the scientific and technical press and elsewhere frequently results in firms applying to the Corporation, particularly firms seeking to diversify by introducing new products into their manufactures. The end result of a successful contact with a firm is either a licensing agreement, exclusive or non-exclusive (sometimes preceded by an option arrangement), or an outright sale of patent rights by the Corporation.

The Corporation has completed well over 1,000 licence agreements with industry. These agreements provided for the payment to the Corporation of royalties based normally on a percentage of the sales price. The Corporation's total exploitation income amounts to around £2½ million.



The inside of a "OW" type Dracone, which has a capacity of about 1,000 *tons of fresh water.*

Conclusion

How does the Corporation serve industry?

First, the Corporation supports development projects in industry where such support would manifestly be in the public interest. The varied roles the Corporation has played in supporting development have ranged over situations in which the Corporation has participated in joint ventures with firms and with the Research Associations, has set up subsidiary or associated development companies, or has given development contracts. Recovery of the Corporation's investment in such projects is a matter for negotiation on a business basis.

Secondly, the Corporation makes available for commercial exploitation by individual firms the inventions in its portfolio. As soon as an invention is judged ripe for commercial exploitation the Corporation seeks industrial firms willing to take a licence under the patent. Licence terms are a matter of normal commercial negotiation, each case being governed by its own special circumstances. The Corporation requires a royalty in the form of a percentage of the selling price of the goods or apparatus embodying the invention.

The Corporation welcomes inquiries from industrialists under either of these two headings.

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H. E. Abid Mohammed Salih Shaikh (left), Minister of Commerce and Industry and leader of the official Mission from Saudi Arabia, talking to Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, at a lunch given in his honour recently by H.M. Government at the Savoy Hotel, London. The Mission is touring industrial concerns in Britain.

Importance of cost of handling materials

SPEAKING at the annual dinner of the Institute of Materials Handling in London on May 12, Lord Drumalbyn, Minister of State, Board of Trade, said it has been stated that there were instances in which the cost of handling materials could account for up to 80 per cent of the cost of production.

'Clearly this is a matter to which management, faced with the need in these competitive times of securing every economy in the costs of production, must pay increasing attention,' he said. 'It is not surprising that managements are giving closer attention to the development of techniques which will enable them to handle their materials more economically – techniques which are applicable to factory layouts as well as to working methods. It is not surprising that they are seeking equipment which will reduce costs of moving raw materials from the time of its arrival, during its storage, during the manufacturing processes, and during the packaging, warehousing, disposal and ultimate distribution of the final product.

'This was not only good business, it was common sense too. But the selection of equipment and of the techniques to be adopted needs more than common sense. Like all developments affecting production these produced their own management problems – when to change technique or equipment to keep abreast of advances in production processes and methods at the right time to secure the full economic advantages which these developments could offer.

'It is in this kind of judgment that the Institute may have a special role to play by providing a forum for the study of the problems of materials handling and a stimulus to new advances which will overcome them – in the Institute's own words "to promote the recognition of materials handling as a science",' Lord Drumalbyn said.

'Side by side with these studies goes the development of equipment for the application of the new techniques. Our manufacturers of equipment are alive to the opportunities offered. They are continuing to develop and provide equipment suited to the needs of modern industry both at home and abroad. Their success in the export field is worthy of the highest praise: it makes a valuable contribution to our balance of payments. The Government has also played a part in encouraging and stimulating those engaged in this important work and in contributing to the total effort, for instance by the progressive improvement in investment allowances and rates of depreciation permitted to be written off.'

He went on to say that the Department of Scientific and Industrial Research were sponsoring or conducting research into a number of different aspects of the problems of materials handling. Their Industrial Operations Unit had carried out demonstrations of the application of a systematic approach to plant layout and materials handling. As they knew the Department and the Institute were jointly sponsoring a project to be undertaken at the Cranfield College of Aeronautics for research into measurement analysis and the optimisation of materials handling operations.

Materials handling techniques were of course particularly important in the building industry, and the Building Research Station had been engaged in continuous research into handling problems on building sites. The 'Humper,' as it was called, used for the unloading of materials and their transportation around building sites, was now in commercial production following development at the Building Research Station.

'The recognition of the importance of the science of materials handling concerns us all,' the Minister of State said. 'There can surely be no question that among the developments which can secure the future competitiveness of British industry in the modern world the development and use of equipment of advanced design for the handling of materials in industry has special significance.'

'Training for management never ends'

'TRAINING FOR MANAGEMENT never ends', Lord Drumalbyn, Minister of State, Board of Trade, said at a lunch given by the Junior Chamber of Commerce for London on May 13.

'For those in industry the task of keeping abreast with current developments in science, technology, administration, and the economics of production and distribution are never-ending; added to which they have to keep abreast of the state of markets both at home and abroad', the Minister of State said. 'For management of every kind there is the constant task of achieving harmony and unity of purpose within their own enterprises, which depends so much on the character of management – its ability to maintain a reputation for justice, while at the same time ensuring that the employees understand the realities of the competitive world in which they work.

'In a competitive world the task of management is nothing less than to ensure that in a constantly changing situation the enterprise which they manage is able and will remain able to give value for money at least equal to that which any other enterprise can offer. The leaders' constant search for economies, improvements and innovation has to be matched by an enthusiasm on the part of the followers which will render them willing not only to accept change but to welcome it.'

Mr. Edward du Cann visits East Africa

MR. EDWARD DU CANN, Minister of State, Board of Trade, accompanied by Mrs. du Cann, is visiting Uganda, the Union of Tanganyika and Zanzibar, Kenya and Ethiopia during the Whitsun Recess. He visited Uganda from May 18-21, and will be in the Union of Tanganyika and Zanzibar from May 21-23, in Kenya from May 23-27 and in Ethiopia on May 27 and 28.

Britain has important trading links with the three Commonwealth countries while Ethiopia is a traditional trading partner. During his visit the Minister will be talking to members of the respective Governments, officials and business men and looking for opportunities to increase trade; he will also visit industrial and other undertakings.

Notes:

Recent aid to Uganda includes a Commonwealth Assistance Loan of £2.4 million for development purposes. Last year Britain contributed £2 million to Tanganyikan development schemes, £800,000 being allocated to finance the Nyumba Ya Mungu Dam which will stabilize and reinforce water resources in Northern Tanganyika for power and irrigation. Britain contributed substantially to Kenya's economic development while she was a Colony and H.M. Government is currently negotiating post-Independence aid with the Kenya Government. British interest in Ethiopian development plans has been emphasized recently by our offer of a loan of £2 million for the purchase of capital equipment from this country, details of which are now being discussed with the Ethiopian authorities.

Secretary of State makes third visit to North-east

MR. EDWARD HEATH, Secretary of State for Industry, Trade and Regional Development, visited the North-east on May 14 and 15, his third visit since his appointment last year.

Shortly after his arrival he officially opened Wellbar House, the new 15-storey office block in Gallowgate, Newcastle upon Tyne, which is to be the headquarters of those regional offices of Government departments concerned with the implementation of the proposals contained in the Government's White Paper for the North-east.

The Secretary of State told the guests, who included civic heads, that there was no doubt that the North East Development Group, under its chairman, Mr. R. R. D. McIntosh, would benefit from being housed under one roof, and because of the building communication system, it would be possible for him to join in discussions with the group from Whitehall. He added: 'I think that the feeling of buoyancy in the area can be felt not only throughout the region but throughout the country'.

At the first press conference held in Wellbar House, built at a cost of £300,000, the Secretary of State announced that the Government was prepared to offer a grant of up to £150,000 to local authorities to help them to adapt Middleton St. George Royal Air Force Station, near Darlington, for use as a Civil Airport. His only condition was that they should form a consortium to run both Middleton St. George and Woolsington Airport, near Newcastle, which has already received the promise of a £250,000 Government grant towards its development. He said: 'It would hardly be sensible to have these aerodromes competing against each other and, therefore, the Minister of Aviation and I felt strongly that the two should be run in co-operation.'

The Secretary of State also announced that in the period May 1 to 14, this year the Board of Trade had approved developments providing 766,000 square feet of new productive floor space, estimated to provide 3,500 new jobs for the region. 'These are the highest figures for many years,' he said. 'They may, in fact, be an all-time record.'

On the morning of May 15 the Secretary of State gave the opening address to a conference on 'Investment in Innovation', arranged by the Department of Scientific and Industrial Research, at Durham City.

'We have heard a great deal lately of the problems of obtaining enough highly qualified engineers and technologists,' he said. 'This is not due to lack of training and educational facilities, the Government have done a great deal to improve these, but there is a lack of suitable students wishing to study engineering and technology.'

Later in the day, at Hartlepool, the Secretary of State announced that Aladdin Industries, oil heater manufacturers, are to establish a factory there which will provide 300 jobs mainly for men. He stated that Hartlepool Crankshafts Limited's factory is to be doubled to 50,000 square feet, providing a further 90 jobs for men; that the further 25,000 square feet advance factory on the trading estate was now out to tender and building was planned to start on June 15; and that the Hartlepools' two previous advance factories had already found tenants.

During his visit to the North-east, the Secretary of State also inspected industrial developments at Cramlington, Seaton Delaval, Aycliffe and Peterlee.

Minister of State opens new engineering block

A NEW £15,000 engineering block for Broom and Wade Ltd., manufacturers of compressed air and pneumatic tool equipment, was opened at their works in High Wycombe by Mr. Edward du Cann, Minister of State, Board of Trade, on May 14.

The Minister of State said: 'I want to take the oportunity to congratulate Broom and Wade Ltd., on behalf of HMG on your outstanding export achievement. I am sure that it is due in no small part to the energetic personal efforts of your management.' He went on to say that continued success in exporting manufactured goods depended upon keeping up-to-date with modern developments The facilities provided in the new building were evidence of the importance which the company gave to research and improvements in design.

New factories for NE

FACTORIES AND WAREHOUSES for nine firms are to be built on two privately-owned industrial estates on the outskirts of Newcastle. A further six firms who require premises there are negotiating for sites. The estates – Whorlton Grange, Westerhope and Benton Square, Longbenton – are owned by John T. Bell & Sons Limited, a subsidiary of North British Properties Limited, and were established as an experiment. They are unique in that roads, sewers and other essential services were installed before the sites were offered to industrial firms. No restrictions were placed on the size or shape of sites available.

One of the biggest factories at the Whorlton Grange Estate will be that of Robert Sinclair Limited, who have purchased a site of just over seven acres. The firm intends to build a factory for the production of gift tokens supplied with one of their brands of cigarettes. Other sites have been taken by J. Gledson Limited, Telephone Rentals Limited and Cardinvale Limited. At Benton Square the five firms who have acquired sites are Scaffolding (Great Britain) Ltd., Michelin Tyres, Bradford Glass Co., Ltd., L. & G. Fire Appliances and a firm of wine merchants.

New £200,000 factory for Cumbernauld

A £200,000 factory is to be built in the New Town of Cumbernauld, for G.R.W. Ltd., one of the D. F. Bennie group of Companies. It is hoped that it will be in production by the end of the year, and will mass produce timber frame windows, giving employment to some 350 joiners, metal workers and others. It is hoped to recruit the labour from areas in Glasgow, and the men and their families will be eligible for housing in Cumbernauld under the Overspill Agreement. The 2,000 square feet factory will stand on a six acre site in the Blairlinn Area of Cumbernauld, and will have space for expansion to five times its original size in a five years plan programme of development.

Soviet research delegation to visit United Kingdom

A THIRTEEN-MAN delegation from leading Soviet research and scientific institutions arrived in London on May 19 as guests of the Federation of British Industries. During their stay they will visit the research departments of universities, technical colleges, institutions and major companies to study the latest scientific techniques. The leader of the delegation is Mr. V. N. Tret'yakov, First Deputy Chairman of the USSR State Committee for the Co-ordination of Scientific Research. The delegation will return to the USSR on June 5.

In October last year the FBI sent a delegation to the Soviet Union and a report of their visit, 'Soviet Industrial Research', was published in November.

Visit of Icelandic purchasing official

MR. PETUR PETURSSON, Head of the State Purchasing Authority in Iceland, began a 12-day visit to Britain on May 20 as a guest of H.M. Government. The Icelandic State Purchasing Authority is responsible for a large part of total state purchases. Mr. Petursson will visit in various parts of the country, firms representing a wide cross-section of British industry, including manufacturers of materials and equipment for harbour, road and bridge construction, schools and hospitals.

Note:

In 1963 British exports to Iceland rose over 25 per cent to the record level of £6·3 million.

British boot and shoe mission to West Germany

A PARTY of 120 members of the British Boot and Shoe Institution is to visit West Germany from May 22-26, spending two days at the Pirmasens Footwear, Leather and Machinery Fair and the remainder touring seven shoe factories at Frankfurt and Stuttgart. The Institution is the professional and educational organization of Britain's boot and shoe industry, and the party will include factory directors, managers, supervisors, designers and a number of technical teachers.

ECGD in the financial year 1963-64

THE FOLLOWING review of the Export Credits Guarantee Department's business in the financial year 1963-64, by Mr. A. E. Percival, Secretary of the Department, was issued on May 14.

Commercial results

'The trading results of the past financial year show that on "commercial" business our provisional balance was £6·1 million, compared with £4·9 million in the previous year, and £7·9 million the year before that (1961-62). During the same period the annual volume of the business we have insured has risen from £806 million to £1,093 million. The cumulative balance at the end of the year amounted to £46·8 million.

'In this particular form of insurance it can be misleading to draw inferences from the results of individual years, since they are so markedly affected by the fluctuations in the incidence of loss and recovery which are outside our control – and even by whether some of the larger individual premium payments fall into this year or that. One can, however, compare the constituents of these results and offer general observations.

'Our provisional premium income this year, at £7·5 million, was somewhat above the corrected figure for last year of £7·1 million (though below the corresponding provisional figure of £7·9 million). It was well below the £9·2 million for 1961-62, although relating to a turnover 36 per cent greater. This reflects the premium cuts we made early in 1963 which amounted to 17 per cent on short-term business and 10 per cent on medium term. Claims were £0·6 million higher, at £5·2 million (provisional) compared with £4·6 million in the previous year. Recoveries on earlier claims were, however, £1·0 million higher, at £2·9 million (provisional) compared with £1·9 million in the previous year. And our administration expenses were slightly increased, from £1·7 million to £1·9 million. As a consequence mainly of our growing notional "cumulative balance" (and of somewhat higher interest rates), the interest notionally credited to our accounts rose from £1·8 million to £2·0 million, thus now accounting for roughly one-third of the balance on the year's operations'.

National interest results

'On "national interest" business our provisional balance for the year was £2·5 million, compared with £1·7 million in the previous year, and £1·8 million in the year before that; of this £2·5 million roughly £1·5 million came from premium received on Financial Guarantees–which are, of course, all at much too early a stage to show any claims payments. Premium was £0·9 million up on last year (which also included substantial Financial Guarantee premium). Claims payments amounted to £0·3 million, compared with £0·1 million in the previous year. Even on this account, with a cumulative balance of £10·3 million, notional interest of £0·4 million accounted for one-sixth of the balance on the year's operations.'

Rising insolvencies

'A feature of a year ago was the return of insolvencies and defaults as a major risk. This year again our "buyer risk" claims, at £2·4 million, exceeded "government risk" claims at £2·3 million. This is not due to any diminution in the risks on governments – the risks we are carrying on some major markets are still uncomfortably real – but to the re-emergence of insolvency risks. In some of the less developed markets these arise from the absence of an established merchant trade with the experience and the capital to handle a rocketing volume of consumer and consumer-durable imports. But some of the most stable and prosperous economies have some of the highest insolvency rates. The pattern which has long obtained in North America is now establishing itself in Europe, as the internal tariff walls of the two great trading groups, EFTA and EEC, are progressively reduced and the competition from the more efficient producers spills across half a continent. These new insolvencies thus stem not from fraudulence or incompetence, but from the failure of well-established and, by any reasonable test, competent firms to hold their place in a keen and turbulent market – and in most cases the exporter, and even the credit insurer, can be badly caught without finding grounds for self-reproach.

'It remains true that recoveries from these insolvency and default claims are low, whereas our experience with 'transfer' claims has up to the present been that the principal is substantially recovered, with interest at an agreed rate even if the delay may be as long as ten years and we may be somewhat out-of-pocket on "deprivation of interest" during that time'.

Ratio of premium income to net loss

'Some may be tempted to wonder whether, in the light of last year's financial results, and the further growth in our business, it might now be possible to widen the cover or otherwise improve the service. The accumulated "commercial" balance is not itself out of scale. We have built it up in the course of insuring approximately £9,000 million of business. From an insurer's point of view a more relevant consideration is the ratio of reserves to liabilities, and this has varied little in recent years. In April 1962, it was 4·84 per cent, a year ago 4·98 per cent and today it is 5·03 per cent. That is a level at which we can operate with reasonable confidence – but only because we have the ultimate backing of the Consolidated Fund. Our reserves are a cushion – but certainly not a featherbed. These total reserves are less than our commitments, for example, in either of two large markets in our poorer risk-categories – the figures being £54 million and £52 million of business insured and firm undertakings to give cover.

'Nor is our premium income out of scale with our actual costs. For our short-term (up to six months' credit) business – which is in a sense our bread-and-butter business – it is possible to give the following analysis. Our premium rates for this business in the last quarter of 1963 averaged 6s. 4d., per £100. Allowing for recoveries in the proportion of recent experience, net claims have been running at around 2s. 8d. and administrative expenses at about 3s. 0d. This leaves a margin of only 8d. per £100. Nevertheless, there is a slight margin, and since our reserves are healthy, we can carry on with confidence'.

Credit competition

'The past financial year has seen considerable discussion on international co-operation on credit competition, and the emphasis has shifted towards co-operation between governments rather than simply between credit insurers. The Berne Union still has a valuable role to play in establishing principles and mechanisms for co-operation. But inter-governmental co-operation is necessary to control credit competition in fields lying outside supplier credit.

'Within the Berne Union there is now a fairly well-established system designed to prevent a purchaser playing on the nervous determination of one supplier not to be outdone by the hearsay excesses of a competitor. But this system has been threatened by several cases where a foreign credit insurer has insured an exporter who came to him after obtaining the contract on unusually generous credit terms. We and several other insurers are pressing for a tightening up of the arrangements in this respect.

'Being outside the Common Market, we have not, of course, been involved in the discussions taking place between the various Common Market credit insurers with the aim of "harmonizing" their various facilities. So far as "harmonization" is intended to eliminate possibilities of unfair competition by any form of concealed subsidization of policyholders, it has our fullest support. ECGD has since 1930 published full audited accounts of both its "commercial" and "national interest" operations. They contain no element of subsidy. Any move towards the auditing and publication of the full accounts of all credit insurers would appear to be the best safeguard against covert subsidization, and would have our fullest support'.

Financial Guarantees

'The Financial Guarantees introduced three years ago have now lost their novelty and proved their effectiveness. At the same time the number of contracts financed in this way should have dispelled any concern that we were using this technique as a means of undermining international accord on credit terms. We came relatively late into the field: the Export-Import Bank, for example, has been giving project loans on long terms for many years. In the past three years we have issued only ten Financial Guarantees, with a further three pending (i.e. the contracts have been obtained by our clients). We are committed in principle on a further 55 negotiations, but we were committed on 28 a year ago, so it is clear that we cannot expect more than a fraction of these commitments to become firm business.

'The special problems we have encountered stem largely from the fact that in these operations we guarantee repayment of the full amount of the loan and interest, so that those negotiating the loan and the supply contracts have no direct financial interest and ECGD alone has need to protect the repayment position. Although ECGD does not contract with the buyer (in this case also the borrower), we have found

(*Continued at foot of next page*)

Removal from the Register of RTA of nine agreements

THE BOARD OF TRADE have given directions to the Registrar of Restrictive Trading Agreements under Section 12 of the Restrictive Trade Practices Act, 1956, authorizing him to remove from the Register particulars of nine agreements. The directions authorize him to remove from the Register all particulars of the following eight agreements:

(i) between the members of the Federation of Coated Macadam Industries,
(ii) between the members of the Refined Sugar Association,
(iii) between the members of the Sugar Association of London,
(iv) between the Central Electricity Generating Board and the Electrical Contractors' Association (Incorporated),
(v) between the members of the London Beer Bottlers Association,
(vi) between the members of the Miners' Lamp Manufacturers' Association and the National Coal Board,
(vii) between the members of the Association of British Dental Traders,
(viii) between the members of the Skip Plant Association and the National Coal Board,

and the particulars subsisting at the date of the direction of the following agreement:

(ix) between the members of the British Radio Equipment Manufacturers Association.

Section 12 of the Act provides that the Board of Trade may, upon representations from the Registrar, give directions authorizing him to remove from the Register particulars of such agreements of which particulars are for the time being entered therein as appear to the Board to be of no substantial economic significance.

Section 12(3) of the Act requires the Board of Trade to lay before each House of Parliament a statement containing particulars of the agreements to which the directions relate and this was done on May 14.

Notes:

The agreements to be removed from the Register relate to the following matters:

(i) *Coated Macadam*: the agreement relates to conditions of contract and to the method of calculation of members' subscriptions to the Federation.

(ii) and (iii) *Refined Sugar*: the agreements contain recommendations about terms and conditions for the supply or acquisition of sugar. Both were removed from the Register by earlier directions but because of variations to the agreements the earlier directions no longer apply.

(iv) *Electrical Machinery and Apparatus*: the agreement names standard price variation provisions for contracts (other than fixed price contracts) between the Central Electricity Generating Board and their suppliers.

(v) *Beer Bottles and Crates*: the agreement provides for rates of deposit to be charged on bottles, crates and other containers.

(vi) *Miners' Lamps*: the agreement provides standard conditions of contract between the National Coal Board and certain manufacturers of safety lamps.

(vii) *Dental Goods*: Members accept certain restrictions, e.g. they agree not to engage in any branch of the trade other than that for which they are members without informing the Council; this ensures that each member pays the appropriate subscription (which varies in amount according to the class of business carried on). It does not prevent a member's entry into other branches of the trade. The agreement was removed from the Register in May 1961, but because it has been varied the earlier direction no longer applies.

(viii) *Skip Plant and Mine Car Equipment*: the agreement provides standard conditions of contract between the National Coal Board and certain manufacturers of skip plant and mine car equipment.

(ix) *Radio Equipment*: Members accept restrictions (1) as to the method of calculating annual subscriptions to the Association and (2) concerning technical recommendations which are directed mainly towards the avoidance of interference in reception and to minimize the danger of electrocution to persons using certain equipment. The agreement was removed from the Register in May 1962, but because it has been varied the earlier direction no longer applies.

Forty-nine previous directions have been issued by the Board of Trade under Section 12. The last six directions were issued on January 22, 1963.

Official Receiver appointments

MR. HAROLD CLIFFORD GILL has been appointed as Official Receiver for the purposes of the Companies Act, 1948, and attached to the High Court from May 19, 1964.

Mr. Percival Charles Hewett, an Assistant Official Receiver for the purposes of the Companies Act, 1948, attached to the High Court, was appointed to succeed Mr. Gill as Principal Examiner in Companies Inspection Branch with effect from May 19, 1964.

BTHA advertising wins United States award

FOR the sixth time in seven years the British Travel and Holidays Association's 'Come to Britain' advertising in the United States has been listed among the top 24 campaigns receiving 'distinguished achievement' awards from the magazine *Saturday Review*.

The award was made by a panel of 24 judges, including education leaders, economists, journalists, government officials and advertising and public relations executives.

The *Saturday Review* award was given jointly to the BTHA and its United States advertising agency – Ogilvy, Benson and Mather, Inc.

New Basic Physics building for NPL

A NEW LABORATORY building for the Basic Physics Division of the National Physical Laboratory, DSIR, was opened at Teddington on May 13 by Sir Nevill Mott, FRS, Cavendish Professor of Experimental Physics in the University of Cambridge and Master of Gonville and Caius College, Cambridge.

THE CONSUMER COUNCIL'S ADDRESS

The Consumer Council, set up by the Government in March 1963 as a result of the recommendation of the Molony Committee on Consumer Protection, has its offices at **3 Cornwall Terrace, N.W.1 (Tel. Hunter 1658 and 1659)** *and all correspondence and inquiries should be directed there. The Council should not be confused with the Consumer Advisory Council of the British Standards Institution, Orchard House, Orchard Street, W.1, which used to publish 'Shoppers Guide' but no longer exists. The address which appears in the current London telephone directory is incorrect.*

ECGD FINANCIAL YEAR, *continued*

ourselves far more concerned in the drafting and negotiation of contracts and this has made such negotiations more complex. We hope we have now improved the position by agreeing with the banks a standard form of loan agreement, which can be taken as the basis for such negotiations.

'We have recently carried out some market research on the arrangements for "vetting" buyers, and hope that we shall soon be able to make some improvements as a result of discussions still in progress'.

Mechanization

'A thorough investigation was made last year into our accounting and statistical procedures, and computing machinery is on order for early delivery. Much of the benefit will be internal, in staff economies and in faster and fuller access to management statistics. For the policyholder, however, we hope to be able to go over to a system where he merely declares his short and extended terms transactions to us and we calculate the premium due and send him an itemized bill: at present he must calculate his own premium. All the documents involved must be re-designed for machine-handling, and at the same time we will see what can be done to simplify procedures and documents'.

Export Credits Guarantee Department

During the quarter ended March 31, 1964, the Department assumed liability:

(a) under Section 1 of the Export Guarantees Act 1949-64 up to a maximum of £121,834,510 in respect of guarantees amounting to £201,508,083;
(b) under Section 2 of the Export Guarantees Act 1949-64 up to a maximum of £39,402,611 in respect of guarantees amounting to £44,258,776.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by June 5, 1964.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.15	Ferrous oxalate containing not more than 0·05% by weight of sulphate calculated as SO_4.	Ferrous oxalate . .	December 31, 1964	6342
29.15	Manganese oxalate containing not more than 0·05% by weight of sulphate calculated as SO_4.	Manganous oxalate .	December 31, 1964	6341
29.27	Ethoxymethylenemaloonnitrile.	As in previous column .	December 31, 1964	6481
29.39	9α-Fluro-11β : 21-dihydro-16α : 17α - *iso*propylidenedioxy Δ hydrocotisone hemisuccinate.	9α-Fluoro-16α - 17α - isopropylidenedioxy Δ hydrocotisone hemisuccinate.	December 31, 1964	5044
38.11	Preparations containing not less than 4% by weight of *N*-(dimethylamino) succinamic acid and not less than 92% by weight of water.	B-Nine (5%-N-dimethylamino succinamic acid).	December 31, 1964	6445
39.02	Polystyrene sheet, in rolls, having a thickness not greater than 0·6 millimetres.	Biaxially oriented polystyrene sheet-polyflex.	December 31, 1964	6476
39.03	Cellulose acetate butyrate compounded with other materials which do not exceed 25% by weight, of the product, in the forms covered by Note 3 (b) of Chapter 39.	Cellulose aceto butyrate moulding powder.	December 31, 1964	6344

Note: The applications advertised in the *Board of Trade Journal* dated May 15, 1964, as 'δ-Ferric oxide' and 'Nα-Acetyl-DL-tryptophan' have been amended as follows.

28.23	γ-Ferric oxide . .	Gamma oxide .	December 31, 1964	6450
29.35	N^{α}-Acetyl-DL-tryptophan.	N-Acetyl DL-tryptophan.	December 31, 1964	6470

Application for anti-dumping duties on fumaric acid

THE BOARD OF TRADE give notice that they are considering an application for the imposition under the Customs Duties (Dumping and Subsidies) Act, 1957, of an anti-dumping duty on fumaric acid imported from the Federal Republic of Germany.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing not later than June 5, 1964. A statement of the applicants' case will be made available to interested parties who wish to make representations in the matter and who give an undertaking to treat the information contained in the statement in confidence and to allow their comments to be passed to the applicants for reply. Requests for a statement of the case, together with an undertaking in the terms set out above, should be addressed in writing to the Tariff Division, Board of Trade, Room 557, 1 Victoria Street, London, S.W.1.

Report of Patent Office for 1963

THE COMPTROLLER-GENERAL'S annual report on the work of the Patent Office in 1963 was published on May 13.* Applications for patents were again higher than at any time in the past, although the increase over 1962 was shared fairly evenly between those from this country and those from abroad. There were appreciable increases in applications from Japan and from the Soviet Union.

The Comptroller reports that, despite an increase of over 2,000 in the number of complete specifications filed, the arrear of unexamined specifications was reduced for the second year in succession.

The report lists those fields of invention in which new development has been most marked.

The number of trade mark applications again rose, although it has still not reached the peak recorded in 1960. The greatest number of marks registered was again in the pharmaceutical class. Applications for the registration of industrial designs increased slightly, but there was a fall of nearly 10 per cent in those in respect of textile articles.

More than 10,000 volumes were added to the Patent Office Library, making a total of 386,000. The number of readers using the library during the year again increased and was over 117,000.

* Copies: H.M. Stationery Office. Price 1s. 9d., by post 2s. 1d.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act 1949 the undermentioned patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
	April 21, 1964	
858,251	Societe Anonyme de Participations Appareillage Gardy.	Liquid break electric circuit breakers.
887,928	Compagnie General d'Electricite .	Jointing of electric cables.
922,402	Glaverbel	Depositions of metals on glass and vitrified ceramics.
925,081	Andrew, J. L.	Furniture and like castors.
	April 27, 1964	
706,763	Taylor Taylor & Hobson Ltd. . .	Measuring roundness and truth of parts.
722,135	Kapella Ltd.	Spindle mountings.
789,823	Gevaert Photo Producten N.V. . .	Photographic sensitive emulsions.
858,081	Roland Graf V. Faber-Castell . .	Ball-point pen.
890,314	Roland Graf V. Faber-Castell (Patent of Addition to 858,081).	Ball-point pen.
945,246	Marlas, R. M. P.	Target and sporting rifles.
	April 28, 1964	
872,193	Nehezvegyipari Kutato Intezet . .	Recovery of germanium values.
940,891	Regie Nationel des Usines Renault .	Hydraulic jacks.
	May 1, 1964	
857,273	Christen, Ernest	Ventilation systems for houses, etc.
858,321	Blikman & Sartorius N.V.. . . .	Multiplying numbers devices.
875,700	Andrieux J. L.	Hoppers.
887,872	The Upjohn Co.	Pharmaceutical preparations.
889,890	Linhart, J. G.	Energy by nuclear fission.
918,093	Regie Nationale des Usines Renault .	Pulse generators.
	May 5, 1964	
771,943	Albright & Wilson (Mfg.) Ltd. . .	Compositions for inhibiting corrosion.
852,078	Institut de Reeherehes de la Siderurgie .	Tuyeres for blast furnaces.
873,423	Institut de Reeherehes de la Siderurgie .	Burning producing stable flame with high heat concentration.
916,885	Societe Bertin & Cie . . .	Ejectors for producing lift in aircraft.
941,901	Etablissements Gustin Fils . .	Animal drinking trough.

Any person who claims that the patentees at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller-General.

The Patent Office.

Application for cancellation of 'Licences of Right'

UNDER SECTION 36 of The Patents Act 1949 the following application has been made for the cancellation of the endorsement 'Licences of Right' on the following Patent:

NUMBER	GRANTEE	SUBJECT-MATTER
756,685	Mo. Och Domsjo Aktiebolag . .	Preservation of wood.

Any person may give notice of opposition to the application by filing Patents Form No. 46 at the Patent Office, 25 Southampton Buildings, London, W.C.2, on or before June 27, 1964.

GORDON GRANT,
Comptroller-General.

The Patent Office.

Trade promotion in the Commonwealth

THE TWENTY-SECOND congress of the Federation of Commonwealth Chambers of Commerce was held recently in Trinidad. Below are a number of points from section I of the report of the congress which dealt with trade promotion in the Commonwealth:

Congress appreciates that economic development in all its various aspects is a continuing process and that no country can be expected to mark time. Within the Commonwealth there are substantial differences in living standards and congress believes that disparities between the developed and the emerging countries should be reduced as rapidly as possible. Energetic efforts to this end within resources available should be made throughout the international field and particularly within the Commonwealth. Such action would demonstrate to the less developed countries that their problems are receiving urgent attention.

Congress recognizes the special problems of the developing countries and the need for expanding the outlets for their exports as a means of alleviating them. Congress also realizes the urgency of devising measures to overcome the problems which are aggravated by the rapidly increasing population of these countries.

With a view to achieving these objectives congress recommends that urgent studies can be carried out incorporating in their scope:

(a) every possibility of expanding outlets for the products of developing countries and how this may be achieved by the removal of tariff or non-tariff obstacles.
(b) the grouping into trading regions of territories with limited resources having regard to size, viability and geographical proximity so as to constitute stronger economic units.
(c) the degree and period of protection necessary for infant industries of developing countries.
(d) the need for further diversification of industry in developing countries since trade in primary produce alone is generally recognized to be insufficient for the growth of their economies.

Congress recognizes that the developed countries are currently helping in several ways including the training of technicians, the passing on of 'know how' and by development investment. In addition congress endorses the view that developed countries should consider, subject to their existing commitments, making concessions for selected goods manufactured by developing countries. Congress appreciates, however, that amongst the more developed Commonwealth countries and other major industrialized nations there would have to be agreement on which goods should be admitted without restrictions and that continued investment would be conditioned by the effective use of assistance already given as resources are limited.

Congress made particular reference to the study recently initiated in the General Agreement on Tariffs and Trade (GATT) which is designed to identify the available export potential of individual exporting countries. Congress urges that this and other studies concerned with trade expansion and economic development should include specific surveys relating to the production of, and markets for, manufactures of developing countries.

Congress supports the proposal made to the Commonwealth Economic Consultative Council that a more systematic study of world economic trends in general and those of the Commonwealth in particular should be carried out.

H.E. Sir Solomon Hochoy, Governor-General of Trinidad and Tobago, addressing delegates and observers before declaring open the 22nd Congress of Commonwealth Chambers of Commerce at Trinidad Hilton Hotel, Port of Spain, on April 20. Seated on the Governor-General's left are: Major-General E. Walford, President; Mr. A. C. Hale, deputy chairman of the Federation of Commonwealth Chambers of Commerce, and Sir Patrick Hamilton, Treasurer.

Congress takes full account of the current discussions at the United Nations Trade and Development Conference at Geneva. It recognizes the importance of the ten points referred to in a recent address by Mr. Edward Heath, speaking for the United Kingdom as Secretary of State for Industry and Trade. It notes that these points include the Programme of Action which had been put forward by the developing countries and accepted by the Ministers of the contracting parties to the GATT in May 1963.

Congress considers that the GATT is the most appropriate mechanism through which such proposals, after due consideration and adjustments to take account of national interests and commitments, could be implemented and that there is no necessity for the creation of a new organization for international trade.

The discussions of congress emphasized the value of the Commonwealth's preferential duty arrangements as a major factor in the development of trade between member countries.

The pattern of Commonwealth trade is, however, changing rapidly, particularly with the acceleration of industrialization in the advanced as well as the less developed countries. It has been affected by tariff protection for infant industries and other measures such as the use of quantitative restrictions and anti-dumping laws of which some applications have been contrary to the spirit of GATT.

The benefit of preferential duty arrangements which still have a significant effect on certain sectors of Commonwealth trade may further be affected by the adoption of proposal for linear or other tariff cuts in the forthcoming GATT negotiations.

Congress nevertheless confirms its belief that any efforts which are made to achieve a world-wide scaling down of tariff and other trade restrictions, particularly against primary commodities, must be actively supported.

The strength of the Commonwealth bond should enable member countries to give a constructive lead. Their influence should be exerted fully to secure from other major trading nations a reduction of barriers on a multi-lateral, non-discriminatory basis, particularly where such action will assist the developing nations.

The congress also agreed to initiate an immediate study of the future of Commonwealth Preference in principle and practice.

Other matters dealt with in section I covered commodity agreements, specification standards, the metric system and radio and television in trade promotion. Sections II of the report deals with measures for stimulating development and investment in the Commonwealths and sections III with education for commerce and industry.

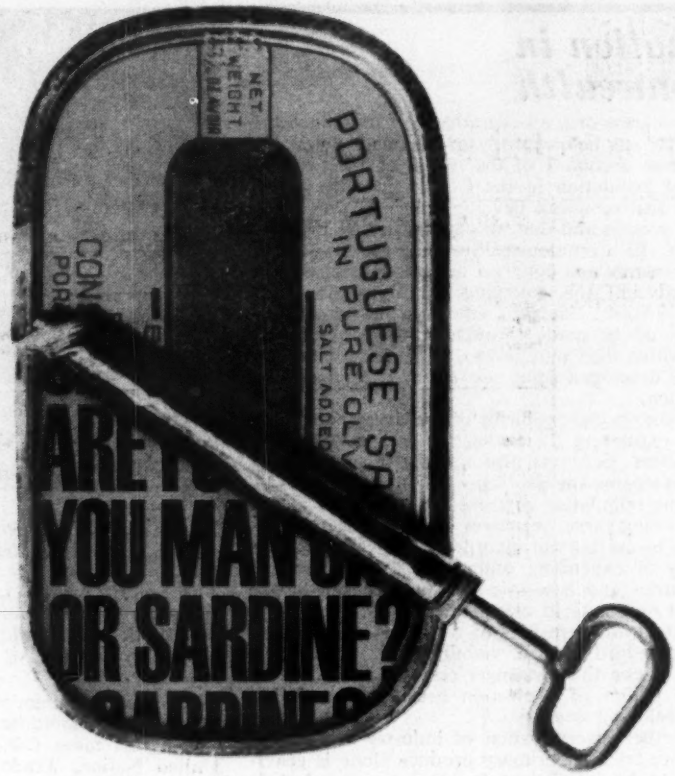
Cancellation of endorsement 'Licences of Right'

UNDER Section 36 of the Patents Act, 1949, the endorsement 'Licences of Right' on the undermentioned Patents were cancelled on May 5, 1964.

NUMBER	GRANTEES	SUBJECT-MATTER
754,823	Mo Och Domsio Aktiebolag	Core binders.
773,338	Patent of Addition to No. 754,823	Sand moulds and cores.
777,329	Patent of Addition to No. 754,823	Binders for foundries.
789,308	Patent of Addition to No. 754,823	Sand cores, etc.
821,720	Patent of Addition to No. 754,823	Casting moulds or cores.
821,782	Patent of Addition to No. 754,823	Sand cores or sand moulds.

GORDON GRANT,
Comptroller-General.

The Patent Office.



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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,957	—	16,034	15,212	15,212	9,095	3,486	922	699	591	1,205				
1959	103	105	106	105	104	95	108	94	114	113	109	+174	+ 73	+15	+49
1960	108	112	114	110	108	98	118	110	125	129	114	+592	+520	+48	+37
1961	112	114	122	115	111	100	129	130	133	137	121	+297	+230	+36	+ 4
1962	112	115	126	122	112	101	127	119	126	140	124	+113	+ 33	+22	+48
1963	116	119	134	128	117	103	129	107	131	144	132	+135	+ 89	+15	+27
1962															
3rd quarter	112	116	127	122	113	101	128	116	130	146	123	+ 57	+ 15	+23	+10
4th quarter	113	115	130	124	114	101	125	111	124	137	124	+ 10	— 9	+ 9	+25
1963															
1st quarter	112	113	129	124	113	101	115	104	124	101	118	— 20	+ 56	—16	— 3
2nd quarter	116	118	131	127	116	102	129	109	129	149	129	+ 42	— 9	+22	— 3
3rd quarter	116	120	136	130	119	105	134	106	130	159	138	— 34	— 33	—19	— 8
4th quarter	122	124	138	131	119	105	139	108	140	166	144	+147	+ 75	+28	+41
1964															
1st quarter						106									
1963															
September	..	121	..	..	..	105	..	..	..	..	..	..	..	..	..
October	..	123	..	..	..	104	..	..	..	..	..	..	..	..	..
November	..	124	..	..	..	104	..	..	..	..	..	..	..	..	..
December	..	125	..	..	..	106	..	..	..	..	..	..	..	..	..
1964															
January	..	126*	..	..	..	107	..	..	..	..	..	..	..	..	..
February	..	126*	..	..	..	105	..	..	..	..	..	..	..	..	..
March	..		..	..	..	105	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR					IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults				
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices														
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+140
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—258
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 10
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+102
1963	135*	118*	121·7	+2·0	104·5	122·0	141·3	502	+ 83	..	144	— 5	..	129	128	+121
1962																
3rd quarter	119	92	119·7	+3·8	102·2	120·8	137·3	390	+ 3	—34	156	—16	+ 7	123	121	— 19
4th quarter	115	100	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 48
1963																
1st quarter	117	100	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	123	+ 71
2nd quarter	123	105	122·1	+1·6	104·2	121·8	140·9	504	—123	—58	147	+34	+33	127	127	+ 30
3rd quarter	130	100	121·3	+1·3	104·2	122·1	141·5	428	— 76	—34	157	+10	+ 6	132	131	+ 14
4th quarter	135*	118*	122·1	+2·1	106·1	122·6	143·3	450	+ 22	+50	157	Nil	—34	135	132	+ 6
1964																
1st quarter		121*	123·2	+1·5	108·0*	123·9*	145·8	445	— 5	+42	182	+25	— 5	145	134	
1963																
September	130	100	121·4	+1·8	104·1	122·2	141·7	430	Nil	+11	156	+ 5	— 7	135	131	..
October	132*	111*	121·8	+2·3	104·9	122·3	141·8	448	+ 18	+27	160	+ 2	—12	130	129	..
November	133*	120*	122·2	+2·2	106·5	122·5	143·1	456	+ 8	+19	157	— 3	—16	135	129	..
December	135*	118*	122·4	+1·8	106·8	122·9	145·1	447	— 9	— 1	155	— 2	—11	142	137	..
1964																
January	136*	119*	123·0	+1·9	107·5	123·7	145·4	471	+ 24	+41	166	+11	— 1	146	123	..
February	138*	121*	123·1	+1·2	108·2*	123·9*	145·7	451	— 20	+ 2	178	+12	+ 6	144	139	..
March		121*	123·6	+1·5	108·3*	124·1*	146·2	413	— 38	—19	202	+24	+10	145	141	..
April					108·1*	124·2*		394	— 19	—20	212	+10	+14	146*	127*	..

† NOT seasonally adjusted. * Provisional

OVERSEAS STERLING AREA TRADE SUMMARY

1963 a record year for overseas sterling countries' trade

ALTHOUGH TOTAL EXPORTS from overseas sterling countries (excluding exports of Middle East oil) were slightly less in value in the fourth quarter of 1963, after allowing for seasonal movements, than in the previous quarter, the growth during 1963 (comparing fourth quarter with fourth quarter) was substantial and at nearly 15 per cent was the highest since 1959. This rapid increase followed a period of some 18 months during which there had been little change in the total value of exports, and all markets contributed to the growth. The fall in the value of exports in the fourth quarter of 1963 was mainly caused by a reduction in exports to non-sterling countries which were about 2½ per cent less than the very high level reached in the third quarter. Exports to the United Kingdom were virtually unchanged in value after allowing for seasonal movements, but overseas sterling countries' exports to each other grew more quickly than in the previous quarters of 1963 to reach a new peak some 6 per cent higher than in the third quarter.

Overseas sterling countries' imports increased throughout 1963, but the growth in the final quarter, after allowing for seasonal movements, was much less than in either of the two preceding quarters. Imports from non-sterling countries, which had increased by 3 per cent between the second and third quarters, grew by the same amount in the final quarter of the year, but imports from the United Kingdom and imports from other sterling countries grew rather less quickly than in the third quarter.

Exports from overseas sterling countries

In 1963 the value of total exports by the overseas sterling countries was 12 per cent more than in 1962, with most of the increase compared with a year earlier taking place in the second half of the year. The greatest increase was in exports to non-sterling countries which rose by 15 per cent and in absolute terms by nearly £400 million. Exports to countries of the European Economic Community increased by 17 per cent compared with 1962 to reach a record annual level not far short of the value of overseas sterling countries' exports to each other. Exports to North America were particularly high in the middle quarters of 1963, and in the year as a whole they increased by 9 per cent compared with 1962. There was an increase of 18 per cent in exports to all other non-sterling markets due in a large measure to an increase of one-fifth in the value of exports to the Soviet Union and Eastern Europe which reached more than £200 million; much of this increase arose from sales by Australia and India. Australian exports were also mainly responsible for the increase of 86 per cent in the value of exports from all overseas sterling countries to China compared with 1962. This trade rose to a new record value of some £114 million. Overseas sterling countries' exports to each other were 9 per cent more than in 1962, and their exports to the United Kingdom, which had been virtually unchanged in value between 1959 and 1962, increased by 8 per cent.

Exports from Australia, South Africa and New Zealand combined, increased rather more than exports from all overseas sterling countries, compared with 1962. In recent years these countries' exports to the United Kingdom have been falling, but they recovered somewhat in 1963 and there was also an improvement in the value of their exports within the Overseas Sterling Area. However, their main markets since 1961 have been in non-sterling countries and this trade increased by 17 per cent in 1963 with substantially increased sales to North America, the European Economic Community and the group of 'other non-sterling countries' where there were particularly large increases in exports to the Soviet Union, Eastern Europe and China.

The expansion in overseas sterling countries' total exports in 1963 resulted from the generally greater demand and higher average unit values for their principal export commodities and earnings from almost all of these commodities were higher than in 1962, the main exceptions being raw jute, cocoa and rubber. The amount of raw cotton shipped was 57 per cent greater than in 1962, but with some reduction in prices earnings went up proportionately rather less than half as much again as a year earlier. Among the other textile items, wool prices improved significantly, and although the quantity of wool shipped was marginally less than in 1962, the value of these exports was 14 per cent more and higher than in any year since 1957. The value of exports of cotton piece-goods went up by 12 per cent largely because of a rise of 11 per cent in the quantity exported, and earnings from jute goods also increased. Exports of raw jute suffered from some reduction in price and earnings were 3 per cent less than in 1962 in spite of a small increase in the amount exported. There were increased earnings from all the food items except cocoa. Increased demand and higher prices for exports outside the Commonwealth Sugar Agreement, combined to increase the value of sugar exports by £55 million, a rise of 47 per cent compared with 1962, and although average prices of wheat exports were somewhat lower than a year earlier, the tonnage exported went up by 44 per cent, and earnings from these exports rose by nearly one-third to surpass the previous peak level recorded in 1961. The value of exports of coffee and tea also rose, but, although average values of cocoa exports were higher than in 1962, there was a reduction of 6 per cent in the quantity exported, and the value fell by 1 per cent. Exports of meat and meat preparations rose by 10 per cent in value partly because of the greater tonnage exported but also because of an increase in average values. Exports of non-ferrous metals were greater in value than in 1962; in the cases of tin and copper the value rose more or less in line with the increased quantity sold, but although exports of lead were 6 per cent less in quantity, the value went up by 3 per cent. Rubber prices were lower than in 1962, and although there was only a marginal reduction in the tonnage exported, earnings from these exports were 4 per cent less than a year earlier.

Exports from individual overseas sterling countries

The increase in total overseas sterling countries' exports in 1963 was spread over almost all the main exporting countries with only

Table A—Overseas Sterling countries' trade by direction

(PERCENTAGE CHANGE BETWEEN 1962 and 1963)

	Sterling Area		Non-Sterling Area				All Countries
	United Kingdom	Overseas Sterling Area	North America	EEC	Other Countries	Total	
Exports	+8	+9	+ 9	+17	+18	+15	+12
Imports	+5	+7	+14	+ 8	+ 8	+10	+ 8

Table B—Exports of some major commodities from the Overseas Sterling Area

	Value of exports 1963	Percentage change in 1963 compared with a year earlier
	£ million	
Raw wool	514·8	+ 14·4
Raw cotton	74·9	+ 49·2
Raw jute	56·8	— 2·7
Cotton piece-goods	67·9	+ 12·4
Jute goods	142·4	+ 5·2
Wheat	116·6	+ 32·7
Raw sugar	172·1	+ 46·6
Raw cocoa	105·9	— 1·4
Raw coffee	54·2	+ 17·6
Tea	197·4	+ 2·7
Meat and meat preparations	222·0	+ 9·8
Lead	28·2	+ 2·5
Tin	83·2	+ 10·1
Copper	148·5	+ 8·6
Natural rubber	268·4	— 4·4

Ceylon and Ghana failing to export more than in 1962. The largest absolute increases in the value of exports were recorded by Australia, India and New Zealand, and these three countries provided about half the total absolute increase compared with 1962. Australia's exports, which rose to a very high level at the end of the year, were 18 per cent more than in 1962; this was largely due to the higher value of exports of wheat to China and wool to Japan but also to a general rise in the level of exports of all her main commodities, including meat, sugar and dairy products. India's earnings from tea and jute goods were higher than in 1962, and this contributed to a 14 per cent rise in the value of total exports. An increase of the same magnitude was recorded by New Zealand whose exports were helped by higher sales of wool, meat and dairy products. The largest proportionate increase over 1962 was in exports from Kenya, Tanganyika, Uganda and Zanzibar, which were higher by nearly one-quarter and benefited mainly from considerably increased earnings from coffee, cotton and sisal. Hong Kong's exports were substantially above 1963 levels throughout the year, and for the year as a whole they were 14 per cent more. Exports from the Irish Republic increased by 13 per cent to a new peak level, and Trinidad's exports were 10 per cent more. Nigeria's earnings from cocoa sales were lower than in 1962, but her earnings from cotton and oilseeds went up sharply, and total exports were 10 per cent more than in 1962. More than half of the absolute increase in the value of exports from Northern Rhodesia, Southern Rhodesia and Nyasaland, which were 7 per cent more than in 1962, came from higher earnings from copper exports of which there were substantially increased sales to Japan and the Netherlands.

Part of the 6 per cent increase in South Africa's exports, which occurred almost entirely in the second half of the year, was due to a rise in the value of wool and sugar exports. Pakistan's exports in the second half of 1963 were well below the level of a year earlier, but there had been a substantial rise in the first six months, and this was sufficient to result in an increase of 5 per cent for 1963 as a whole; earnings from exports of jute and jute goods were less than in 1962 but the value of raw cotton exports rose by 76 per cent. Singapore's exports were considerably higher than the 1962 level in the first three quarters of the year, but the loss of trade with Indonesia in the fourth quarter resulted in her exports in that period being 18 per cent less than a year earlier; in 1963 as a whole exports were 3 per cent more than in 1962. Malaya was also affected by the Indonesian trade embargo and, although her exports for the year were 2 per cent higher than in 1962, in the fourth quarter they failed to rise above the 1962 fourth quarter level.

In the first half of 1963 Ghana's exports were nearly one-fifth less than in the same period of 1962 and, in spite of a marked recovery in the second half of the year, total exports were 6 per cent less than in 1962. Exports from Ceylon fell by 4 per cent.

Imports into overseas sterling countries

The total value of overseas sterling countries' imports in 1963 was 8 per cent more than a year earlier. Imports from non-sterling countries increased by about one-tenth, partly because of an increase of 14 per cent in imports from North America which were exceptionally large in the fourth quarter of the year. There was an increase of 8 per cent in the value of imports from the European Economic Community and a similar rise in imports from all other non-sterling countries. The latter included a 12 per cent increase in imports from Japan and a rise of nearly one-third in the value of imports from China, mainly by Hong Kong. Imports from the Soviet Union and Eastern Europe were 9 per cent more than in 1962. Imports from the United Kingdom, which had fallen in 1961 and 1962, increased by 5 per cent to recover their 1960 level, and the overseas sterling countries increased their imports from each other by 7 per cent.

In the case of the combined imports of Australia, New Zealand and South Africa these have tended in recent years to follow a similar pattern to their exports with non-sterling countries replacing sterling countries as the main source of imports. In 1963 their imports from all sources increased by 14 per cent, compared with 1962. Imports from the United Kingdom increased by 11 per cent to reverse the recent downward trend but they remained below the 1958 level. There was also a significant improvement in imports from other overseas sterling countries which increased by one-fifth. North America is the main non-sterling supplier to these countries and imports from this source grew by 15 per cent. Between 1958 and 1963 the value of this trade increased by nearly 60 per cent, and over the same period there was a rise of nearly one-third in imports from the European Economic Community.

Imports by individual overseas sterling countries

With only few exceptions, all the major overseas sterling countries increased the value of their imports in 1963 compared with 1962. The percentage increases recorded by Pakistan, New Zealand and South Africa were substantial, and these countries, together with Australia, accounted for more than 60 per cent of the absolute increase in overseas sterling countries' imports. The main growth in New Zealand's imports took place in the second half of the year when they were 27 per cent more than in the same period of 1962; in the year as a whole they were a fifth more than in 1962. Pakistan's imports, which were also a fifth more than in 1962, jumped to a record level in the fourth quarter of the year when there were large imports of foodstuffs, particularly cereals. Imports into South Africa increased by 18 per cent compared with 1962, and Hong Kong's imports were 11 per cent more than a year earlier. The Irish Republic increased its imports by 12 per cent and Australia, whose imports grew very strongly in the first half of the year compared with a year earlier but much less strongly in the second half, increased her imports by 9 per cent in the year as a whole. Ghana's imports were 9 per cent more than in 1962, but Nigeria, whose imports in the second half of the year had been only fractionally higher than a year earlier, recorded an annual increase of only 1 per cent. In Malaya and Singapore the effects of the Indonesian trade embargo were felt in the fourth quarter of 1963 and both countries recorded lower imports than in the fourth quarter of 1962; however, for the year as a whole Malaya's imports were 3 per cent more than in 1962 and Singapore's imports went up by 8 per cent. Imports into Kenya, Tanganyika, Uganda and Zanzibar were also lower than a year earlier in the fourth quarter, but considerable growth in the earlier quarters resulted in an increase of 7 per cent. for the year as a whole.

In contrast to this general rise in imports compared with 1962,

Table C—Overseas Sterling countries' imports from industrial countries (i)

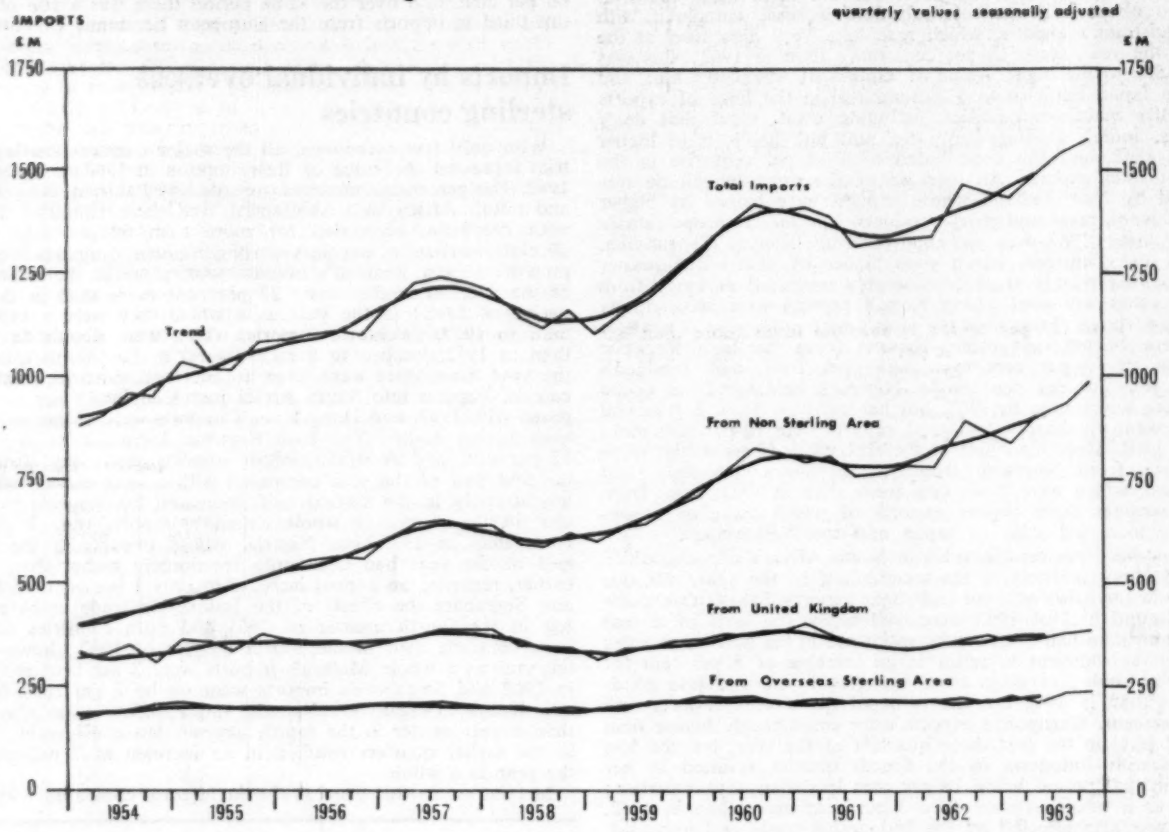
1963 COMPARED WITH 1962

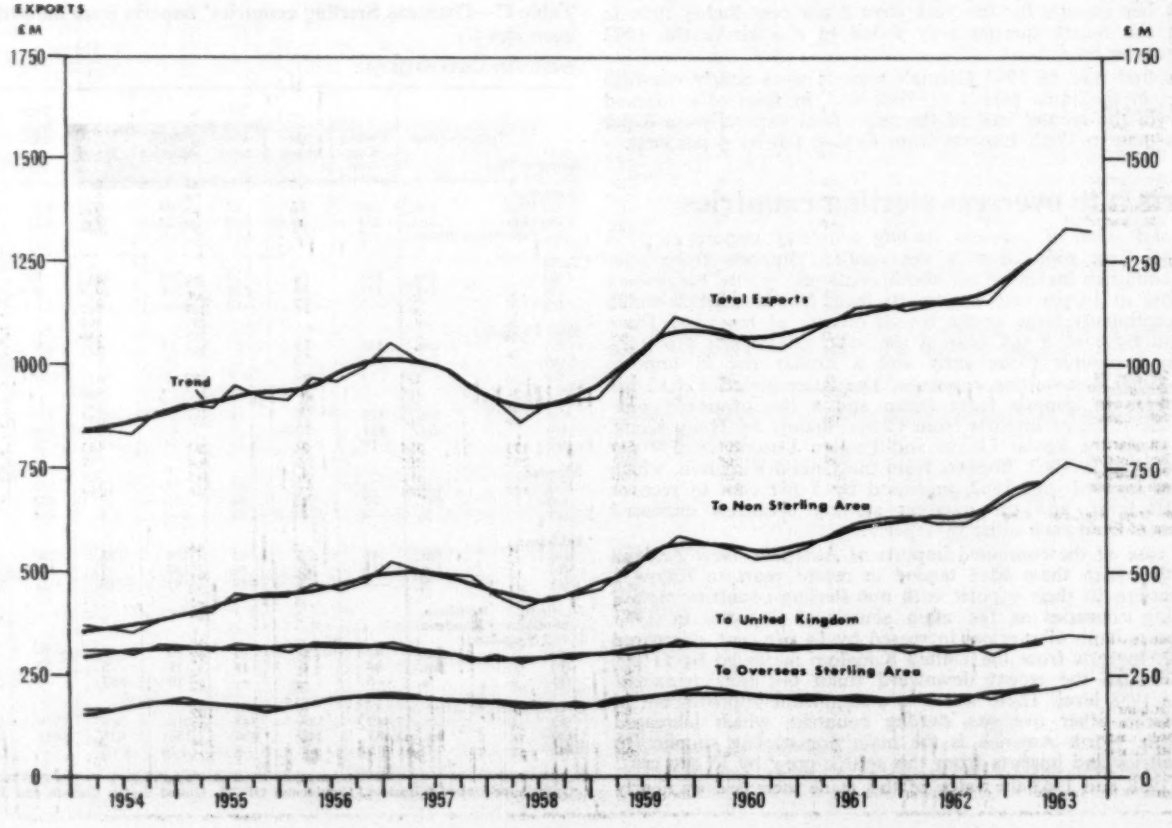
Imports into \ Imports from		United Kingdom	Germany	EEC including Germany	North America	Japan	Total industrial countries	Total imports
Australia:								
(a) 1962	£m.	246	46	88	204	48	625	807
(b) 1963	£m.	253	50	100	223	56	672	881
(c) Percentage change		+3	+9	+14	+9	+17	+8	+9
India:								
(a)	£m.	141	78	122	260	43	587	848
(b)	£m.	131	68	108	291	47	599	843
(c)	%	—7	—13	—12	+12	+9	+2	—1
Irish Republic:								
(a)	£m.	136	19	43	27	4	230	274
(b)	£m.	156	20	47	26	4	253	306
(c)	%	+15	+5	+9	—4	—	+10	+12
New Zealand:								
(a)	£m.	110	8	19	34	10	179	273
(b)	£m.	131	10	22	42	16	219	328
(c)	%	+19	+25	+16	+24	+60	+22	+20
Nigeria:								
(a)	£m.	75	13	42	18	25	176	203
(b)	£m.	72	16	46	18	27	180	205
(c)	%	—4	+23	+10	—	+8	+2	+1
Pakistan:								
(a)	£m.	47	25	42	104	21	220	264
(b)	£m.	45	32	50	147	17	265	317
(c)	%	—4	+28	+19	+41	—19	+21	+20
Northern Rhodesia, Southern Rhodesia and Nyasaland:								
(a)	£m.	47	6	14	10	3	79	143
(b)	£m.	44	6	14	11	5	77	135
(c)	%	—6	—	—	+10	+67	—3	—6
Overseas Sterling Area:								
(a)	£m.	1,412	335	747	1,018	385	3,779	5,592
(b)	£m.	1,483	347	806	1,156	431	4,041	6,044
(c)	%	+5	+4	+8	+14	+12	+7	+8

(i) Includes United Kingdom, Continental OECD, United States, Canada and Japan.

Trade of the Overseas Sterling Area

quarterly values seasonally adjusted





Ceylon's imports fell for the third year in succession and were 10 per cent less than in 1962; however, there was an increase of 16 per cent in the final quarter of 1963 compared with the same period of 1962 and this improvement continued into the first two months of 1964 when imports were nearly half as much again as in January and February, 1963. Imports by Northern Rhodesia, Southern Rhodesia and Nyasaland were lower throughout the year than in 1962 and in the year as a whole they fell by 6 per cent. India's imports were 1 per cent less than in 1962 (but the 1963 figures may be revised upwards in due course).

Imports from industrial countries

Between 1962 and 1963 the overseas sterling countries' imports from industrial countries increased by 7 per cent, rather less than the increase in their imports from all sources. All the main supplying areas increased the value of their sales, but the largest percentage increases were in imports from North America (14 per cent) and Japan (12 per cent); in absolute terms more than half the increase in the value of imports from all industrial countries came from North America. Imports from the European Economic Community increased by 8 per cent, from the United Kingdom by 5 per cent, and from Germany by 4 per cent.

New Zealand and Pakistan each increased their imports from industrial countries by more than one-fifth compared with 1962. The major increases in the case of Pakistan were in imports from North America and Germany, but in the case of New Zealand imports from the United Kingdom provided the largest absolute increase although imports from Japan grew proportionately more, by 60 per cent. The rise of 8 per cent in the value of Australia's imports from industrial countries included substantial percentage increases in imports from Japan, North America and the EEC countries but only a small increase in imports from the United Kingdom. Nigeria and India both recorded only small increases in their imports from industrial countries and in both cases their imports from the United Kingdom were less than in 1962; Nigeria's main increase was in imports from Germany and India's in imports from North America. The Irish Republic's imports from industrial countries were 10 per cent more than in 1962 and this was due almost entirely to an increase of 15 per cent in the value of her imports from the United Kingdom.

Table 1 – Direction of trade of the Overseas Sterling Area

quarterly averages in £ million

	United Kingdom	Overseas Sterling Area	Total Sterling Area	North America	EEC	EFTA excluding United Kingdom (c)	Other Non-Sterling countries	Total Non-Sterling countries	WORLD
A. IMPORTS									
1958	353	195	548	161	146	38	265	611	1,159
1959	336	199	535	174	160	37	272	643	1,178
1960	370	220	590	232	191	45	317	785	1,375
1961	366	213	578	226	189	46	318	779	1,358
1962	353	214	567	254	187	46	344	831	1,398
1963	371	225	599	289	202	51	370	912	1,511
1962 1st quarter	341	202	543	228	182	46	341	797	1,340
2nd quarter	348	220	568	243	184	44	328	799	1,367
3rd quarter	347	217	564	280	186	46	344	856	1,421
4th quarter	376	217	592	266	195	49	362	872	1,465
1963 1st quarter	368	214	582	240	193	46	351	840	1,421
2nd quarter	376	225	601	302	200	51	369	922	1,523
3rd quarter	368	233	602	284	204	51	378	916	1,518
4th quarter	384	242	626	336	209	56	373	974	1,599
of which into Australia, New Zealand and South Africa:									
1958	148	56	204	61	46	16	44	166	370
1959	126	57	183	61	45	15	42	162	345
1960	140	66	206	88	56	17	53	213	420
1961	131	60	191	81	53	16	52	202	393
1962	128	62	190	84	52	16	56	208	398
1963	142	75	216	97	61	19	61	238	454
1962 1st quarter	117	57	174	76	50	16	51	193	368
2nd quarter	124	64	188	82	53	15	54	204	392
3rd quarter	135	61	196	91	52	17	61	222	418
4th quarter	136	67	203	86	53	17	56	212	415
1963 1st quarter	146	68	214	86	57	17	56	216	431
2nd quarter	148	71	218	106	57	17	58	239	457
3rd quarter	142	82	225	99	67	19	63	248	473
4th quarter	143	77	221	103	61	22	66	252	472
B. EXPORTS (a) (b)									
1958	286	175	461	111	129	15	178	433	895
1959	307	188	495	138	155	17	208	518	1,013
1960	314	203	517	135	161	21	229	547	1,064
1961	315	196	511	156	165	21	257	599	1,109
1962	310	198	509	176	174	21	259	630	1,139
1963	334	217	550	191	203	24	306	725	1,275
1962 1st quarter	310	194	504	165	191	22	257	635	1,140
2nd quarter	320	197	516	170	180	20	275	646	1,162
3rd quarter	303	204	507	182	142	20	250	595	1,101
4th quarter	309	199	508	185	184	21	255	645	1,153
1963 1st quarter	314	201	515	173	191	24	292	680	1,194
2nd quarter	339	208	547	205	205	25	304	738	1,285
3rd quarter	331	227	558	209	193	24	315	741	1,298
4th quarter	352	230	582	177	224	24	314	740	1,322
of which from Australia, New Zealand and South Africa (a):									
1958	110	55	165	30	51	4	44	129	294
1959	123	58	181	43	60	4	57	165	346
1960	116	64	179	35	62	4	67	168	347
1961	116	64	180	45	64	5	92	206	386
1962	112	64	176	55	69	4	85	213	389
1963	119	73	192	61	75	5	109	250	442
1962 1st quarter	119	59	178	52	80	5	92	229	406
2nd quarter	122	65	187	51	80	5	95	231	418
3rd quarter	93	67	160	59	44	3	72	178	337
4th quarter	113	65	178	58	71	4	82	215	393
1963 1st quarter	118	66	184	48	71	5	102	226	410
2nd quarter	126	68	194	64	81	7	102	253	448
3rd quarter	106	80	186	76	59	4	106	245	431
4th quarter	128	76	204	57	88	5	125	275	478

(a) Exports include re-exports. (b) Exports of Middle East oil are excluded throughout the tables. (c) Not including Finland.

Statistical notes

Sources. The tables have been compiled by the Statistics Division of the Board of Trade from the publications of sterling and Commonwealth countries or from material made available specially through the co-operation of those countries. Since the tables of trade are based on the statistics compiled by the individual countries, the methods and definitions differ in details from country to country. The notes which follow indicate the main differences. Further information on the trade definitions used by Commonwealth and sterling countries and more detailed figures are given in the *Statistical Abstract for the Commonwealth and Sterling Area* for 1962.

System of Trade. In the main the statistics relate to total imports and exports, including re-exports; the principal exceptions are Jordan and Gambia (imports for consumption) and Trinidad and Tobago and Iceland (imports for consumption and exports of home-produced goods).

Valuation. Exports are generally f.o.b. Imports by most countries are valued c.i.f., the principal exceptions being imports into Australia, Republic of South Africa, and Northern Rhodesia, Southern Rhodesia and Nyasaland, which are valued f.o.b.

Coverage. The term 'imports (or exports) of the overseas sterling area' in Tables 1 and 2 means the sum total of the imports (or exports) recorded by each of the countries. It therefore includes the trade of overseas sterling countries with each other, but excludes trade between the State of Singapore and the Federation of Malaya. Except in so far as the trade is recorded by partner countries, the figures do not cover the trade in oil and other commodities of Kuwait and the British protected states in the Persian Gulf. The statistics of overseas sterling area exports therefore exclude exports of Middle East oil.

Certain adjustments of figures as recorded in the national returns have been made to secure greater uniformity of treatment. Thus the statistics relate to merchandise trade only; silver bullion has been included in merchandise, but silver coin, gold coin and bullion, gold ores and unworked and partly worked gold are excluded. Gold bullion, semi-processed gold and material exported under the Atomic Energy Act are excluded from the Republic of South Africa's exports. Wherever practicable transit and trans-shipment trade and ships' stores (including coal and other fuel), whether for foreign or national vessels, have been excluded.

Table 2 – Trade of the Commonwealth and Sterling Area

quarterly averages in £ million

	1960	1961	1962	1963	1962				1963				1964
					1st quarter	2nd quarter	3rd quarter	4th quarter	1st quarter	2nd quarter	3rd quarter	4th quarter	1st quarter
IMPORTS (*a*):													
United Kingdom (*b*)	1,135	1,099	1,123	1,205	1,125	1,125	1,106	1,137	1,144	1,193	1,202	1,282	1,381
Overseas Sterling Area	1,375	1,358	1,398	1,511	1,340	1,367	1,421	1,465	1,421	1,523	1,518	1,599	
Australia	211	187	202	220	183	195	219	210	208	222	228	223	236
Ceylon	37	32	31	28	27	34	35	29	23	28	28	34	25 (*h*)
Kenya, Tanganyika, Uganda and Zanzibar	35	35	35	38	34	36	33	38	37	39	38	36	
Ghana	32	35	30	33	28	28	30	33	32	30	33	35	
Hong Kong	92	93	104	116	106	103	99	108	107	116	114	126	126 (*h*)
India	205	202	212	211	212	204	219	214	206	207	209	221	200 (*h*)
Irish Republic	57	65	68	77	67	67	65	74	69	80	70	87	
Jamaica	19	19	20	21	19	20	19	22	19	20	20	22	
Malaya	38	39	44	45	44	42	43	46	43	47	46	44 (*e*)	
Mediterranean Territories (*c*)	19	20	21	23	20	20	22	24	21	22	23	25	
New Zealand	70	81	68	82	60	73	68	72	72	77	92	86	84 (*h*)
Nigeria	54	56	51	51	49	45	50	59	48	48	50	59 (*e*)	
Pakistan	58	57	66	79	61	61	76	65	64	81	77	95	
Northern Rhodesia, Southern Rhodesia and Nyasaland	39	39	36	34	37	36	35	34	32	34	35	33	41 (*h*)
Singapore	94	94	96	104	93	101	95	98	102	107	113	94 (*e*)	
South Africa (*d*)	139	126	128	152	125	125	131	132	150	157	153 (*g*)	163 (*g*)	177(*h*)(*g*)
Trinidad and Tobago	26	30	32	34	31	29	30	35	32	36	29	37	
Other	149	148	154	166	144	150	150	171	156	170	159	178	
STERLING AREA	2,510	2,456	2,521	2,716	2,465	2,492	2,526	2,601	2,565	2,715	2,720	2,881	
STERLING COMMONWEALTH (*f*)	2,258	2,216	2,267	2,423	2,223	2,245	2,274	2,326	2,285	2,411	2,434	2,561	
CANADA	503	508	521	543	499	556	513	518	468	562	546	595	
COMMONWEALTH (*f*)	2,761	2,724	2,788	2,966	2,721	2,802	2,787	2,844	2,753	2,973	2,980	3,156	
EXPORTS (*a*):													
United Kingdom (*b*)	924	960	987	1,058	970	1,025	935	1,019	1,038	1,071	1,009	1,116	1,119
Overseas Sterling Area	1,064	1,109	1,139	1,275	1,140	1,162	1,101	1,153	1,194	1,285	1,298	1,322	
Australia	176	208	210	247	217	220	183	220	220	227	252	289	281
Ceylon	33	32	33	32	30	34	37	33	32	33	34	30	28 (*h*)
Kenya, Tanganyika, Uganda and Zanzibar	36	34	35	43	37	29	37	37	42	39	45	45	
Ghana	26	26	26	24	34	31	22	17	23	30	26	19	
Hong Kong	62	61	69	78	67	65	69	74	73	75	80	83	88 (*h*)
India	119	124	126	144	121	114	136	135	141	133	143	160	143 (*h*)
Irish Republic	38	45	44	49	43	39	46	47	43	48	53	52	
Jamaica	14	15	16	17	15	19	17	14	15	22	17	13	
Malaya	60	55	55	56	57	56	56	51	57	57	60	51 (*e*)	
Mediterranean Territories (*c*)	6	6	7	7	6	9	6	5	7	9	6	6	
New Zealand	76	71	72	82	83	82	54	67	84	102	68	72	113
Nigeria	42	43	42	46	46	47	38	37	45	51	43	47 (*e*)	
Pakistan	35	36	35	37	36	28	36	42	39	36	34	40	
Northern Rhodesia, Southern Rhodesia and Nyasaland	51	52	52	56	48	56	58	48	43	59	64	57	67 (*h*)
Singapore	73	66	67	69	66	67	67	68	71	70	79	56 (*e*)	
South Africa (*d*)	96	107	107	113	106	117	101	106	106	119	111	118	113 (*h*)
Trinidad and Tobago	23	27	28	31	29	30	25	28	30	36	29	29	
Other	98	101	115	143	100	120	115	124	123	140	153	155	
STERLING AREA	1,988	2,069	2,126	2,333	2,110	2,187	2,036	2,172	2,232	2,356	2,308	2,439	
STERLING COMMONWEALTH (*f*)	1,826	1,887	1,930	2,104	1,921	1,981	1,849	1,971	2,024	2,121	2,076	2,196	
CANADA	495	519	529	578	473	537	533	572	492	572	591	656	587 (*h*)
COMMONWEALTH (*f*)	2,321	2,407	2,459	2,682	2,394	2,517	2,382	2,544	2,516	2,693	2,667	2,852	

(*a*) For valuation see statistical notes. (*b*) Values for 1961 and 1962 include revised estimated average values for parcel post. The 1960 figures have been recalculated on the new basis. Excluding exposed cinematograph film in 1959. (*c*) Cyprus, Gibraltar, Malta. (*d*) Includes South-West Africa and also the Southern African Territories of Basutoland, Bechuanaland, and Swaziland (see also footnote (*f*)). (*e*) October-November at quarterly rate. (*f*) Excludes South and South-West Africa; also excludes the Southern African Territories (Basutoland, Bechuanaland and Swaziland) whose total trade in 1962 was of the order of £12 million. (*g*) Excludes military stores. (*h*) January-February at quarterly rate.

Definition of 'Commonwealth', etc. The Commonwealth totals exclude Kuwait, the Republic of South Africa and South West Africa. Because the trade of Bechuanaland, Basutoland and Swaziland is included with that of the Republic of South Africa, Commonwealth totals also exclude the trade of those territories. The Southern Cameroons previously included in the figures for Nigeria, are excluded from October 1, 1960. 'Overseas Sterling Area' refers to all sterling area countries except the United Kingdom. The figures of the overseas sterling countries' trade with EFTA (excluding the United Kingdom) cover trade with Norway, Sweden, Denmark, Austria, Switzerland and Portugal.

Commodity Exports (Table 3). Copper – the figures exclude certain shipments from South Africa for which values are not available separately and amount in thousand tons to 27 in 1957, 28 in 1958, 30 in 1959, 19 in 1960, 24 in 1961, 22 in 1962 and 11 in 1963. Figures in all years for the non-sterling area include shipments from Northern Rhodesia of blister copper purchased by the United Kingdom but first consigned to non-sterling countries for refining.

Lead – SITC item 283-4 – Includes pig lead and lead bullion taken as 100 per cent metal and lead ores and concentrate are converted to show the estimated weight of recoverable lead, but the values relate partly to the ore, etc. as such.

Table 3 – Principal Exports of the Overseas Sterling Area

quarterly averages in £ million

	Raw wool	Raw cotton (*a*)	Raw jute	Wheat	Raw sugar (*b*)	Lead (*c*)	Tin	Copper	Raw cocoa	Raw coffee	Tea	Natural rubber (*d*)
1958	91·5	16·5	15·7	5·2	23·6	7·3	9·2	21·6	24·0	11·7	49·4	62·6
1959	106·8	12·9	13·3	10·0	22·9	7·0	9·8	33·5	28·4	10·8	45·9	89·3
1960	108·3	14·4	15·2	13·3	23·8	6·4	16·3	37·8	26·9	10·7	46·1	92·3
1961	112·9	14·3	16·8	27·7	26·5	5·7	18·5	35·3	27·0	10·2	47·1	72·7
1962	112·5	12·6	14·6	22·0	29·4	6·9	18·9	34·2	26·8	11·5	48·1	70·2
1963 (*e*)	128·7	18·8	14·2	29·2	43·1	7·0	20·8	37·2	26·6	13·6	49·4	67·1
1962 1st quarter	129·8	15·0	16·7	27·2	16·2	6·5	20·6	37·0	37·1	13·2	43·9	72·3
2nd quarter	116·8	13·0	9·9	31·6	27·8	7·5	19·5	32·2	37·0	8·1	35·7	71·1
3rd quarter	72·2	13·3	11·1	18·3	40·3	7·0	19·0	34·0	18·0	12·8	56·8	66·8
4th quarter	131·2	9·0	20·8	10·8	33·1	6·5	16·5	33·6	15·1	11·9	56·0	70·7
1963 1st quarter	130·0	16·8	18·6	27·0	23·7	5·6	20·4	34·5	31·5	14·8	48·2	75·5
2nd quarter (*e*)	130·0	21·3	10·7	30·5	36·8	7·3	22·0	36·0	32·6	14·7	35·2	68·8
3rd quarter (*e*)	92·0	21·6	9·9	32·0	64·5	8·2	22·0	37·6	22·1	11·8	54·1	68·8
4th quarter (*e*)	163·1	15·0	17·6	27·1	47·2	7·1	18·8	40·6	20·0	12·9	60·0	55·4

	Cotton piece-goods	Jute goods	Meat and meat prepara-tions (*f*)	Dairy products (*g*)	Hides and skins (*h*)	Timber	Iron ore	Fruit	Tobacco and manu-factures	Rice	Vegetable oils	Oilseeds and nuts
1958	12·4	21·5	40·9	21·2	15·6	9·8	4·9	26·6	10·5	13·3	11·6	21·6
1959	15·5	24·8	46·6	32·3	22·5	12·2	6·4	24·0	11·6	15·9	14·0	25·3
1960	17·5	29·5	43·9	27·8	21·6	15·3	8·4	25·5	12·9	15·7	12·6	23·9
1961	16·8	32·7	46·1	27.4	21·2	15.1	9·2	25·8	14·2	16·7	12·4	24·6
1962	15·1	33·9	50·6	27·6	21·5	16·2	12·4	28·5	15·6	18·4	11·7	22·7
1963 (*e*)	17·0	35·6	55·5	30·9	23·6	16·9	13·5	28·8	18·0	18·1	13·4	24·8
1962 1st quarter	16·9	30·3	52·3	29·3	21·7	14·8	11·6	23·8	7·8	21·5	11·3	25·3
2nd quarter	13·2	30·5	44·1	24·1	22·0	16·1	13·7	43·6	23·3	26·1	12·3	21·8
3rd quarter	14·7	37·4	54·0	20·0	20·8	16·8	12·6	25·8	20·3	18·0	12·5	22·3
4th quarter	15·7	37·3	52·0	36.8	21·6	17·0	11·5	20·6	11·0	8·0	10·8	21·2
1963 1st quarter	17·1	34·3	54·7	33·1	22·1	14·9	11·9	23·1	7·4	18·4	12·3	23·8
2nd quarter (*e*)	16·1	36·6	55·3	25·4	24·5	17·5	15·0	41·7	25·1	27·0	14·3	23·6
3rd quarter (*e*)	16·8	36·6	59·4	25·7	23·1	17·3	15·2	29·5	27·6	16·4	14·7	28·2
4th quarter (*e*)	18·0	35·0	52·7	39·4	24·8	17·7	11·8	20·9	11·7	10·4	12·4	23·7

(*a*) Including linters. (*b*) Excluding Sugar Preference Certificates. (*c*) Including values of other metals found with lead in complex concentrates. See Statistical Notes. (*d*) Excluding gutta-percha and jelutong. Total exports of rubber from Overseas Sterling Area includes re-exports from Malaya which are not separately available. Malayan imports of rubber (mainly from Indonesia) averaged £12·4 million per quarter in 1962. (*e*) Partly estimated. (*f*) Exports of meat from South Africa are excluded. (*g*) Milk, cream, butter, cheese and eggs. (*h*) Including hides and skins exports from India in the rough tanned conditions. Excluding fur skins.

Table 4—Overseas Sterling Area trade

(SEASONALLY ADJUSTED VALUES) £ million

Period	Exports to				Imports from			
	United Kingdom	Overseas Sterling Area	Non-Sterling Area	World	United Kingdom	Overseas Sterling Area	Non-Sterling Area	World
1960								
1st quarter .	315	207	571	1,092	360	224	718	1,302
2nd quarter.	316	207	552	1,075	370	222	714	1,366
3rd quarter.	313	199	531	1,044	370	224	826	1,420
4th quarter.	307	197	532	1,035	378	209	815	1,402
1961								
1st quarter.	313	198	561	1,072	402	214	796	1,412
2nd quarter.	314	197	597	1,108	368	215	804	1,387
3rd quarter.	314	197	623	1,134	354	211	759	1,324
4th quarter.	320	195	628	1,143	344	213	770	1,327
1962								
1st quarter .	307	196	628	1,131	334	212	790	1,336
2nd quarter.	316	199	623	1,138	344	214	787	1,345
3rd quarter.	319	199	623	1,140	362	219	889	1,469
4th quarter.	300	197	649	1,149	373	211	864	1,449
1963								
1st quarter .	316	205	682	1,203	365	228	841	1,435
2nd quarter.	334	210	712	1,257	372	218	909	1,498
3rd quarter.	343	219	763	1,326	378	233	937	1,548
4th quarter.	342	232	745	1,319	382	236	966	1,583

Provisional and Estimated Figures. Figures of imports and exports from individual national accounts, particularly in recent quarters, are in many instances provisional and in a few cases it has been necessary to estimate trade. Revisions to previously published figures are embodied in the tables. Owing to the omission of Middle East oil exports and for other reasons, for example differences of timing and valuation, the total of inter-overseas sterling area trade measured by overseas sterling countries' imports differs from the total as measured by their exports.

Rounding of Figures. In all tables the totals shown are the aggregation of unrounded figures and will frequently not agree exactly with the addition of the rounded figures shown elsewhere in the tables.

Exchange Rates. The figures for any period are converted at the exchange rate ruling at that period.

Symbols Used. '. . .' Not available. '–' Nil or less than half the final digit shown.

Provisional figures of trade in April

Seasonally adjusted values

United Kingdom exports in April were £337 million, imports were £457 million and re-exports £13 million.

Exports

After eliminating normal seasonal variation, United Kingdom exports in the three months February to April were 5 per cent more than in November to January. In the first four months of the year they were 3 per cent more than the average for the year 1963.

Imports

On the same basis imports in February-April were 3 per cent more than in the previous three months. In the first four months of the year they were 13 per cent more than the average for the year 1963.

Re-exports

Seasonally adjusted re-exports in February to April were £13 million a month compared with £12 million in November to January. The monthly average for 1963 was £13 million.

Trade balance

In February to April it is estimated that the deficit of visible trade in the balance of payments was £29 million a month (seasonally adjusted). In November to January it was £35 million a month and in 1963 it averaged £4 million a month.

UNITED KINGDOM TRADE

Seasonally adjusted values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade balance
1962	316	374	13	— 6
1963	340	402	13	— 4
1963 1st quarter	327	375	12	+ 7
2nd quarter	335	395	13	— 2
3rd quarter	346	412	13	— 9
4th quarter	348	422	13	—11
1964 1st quarter	356	453	12	—35**
1963 October	342	404	12	— 2
November	342	422	14	—19
December	362	442	12	—13
1964 January	326	457	11	—73**
February	369	450	12	—15**
March	373	451	13	—17**
April*	337	457	13	—55**
February-April*	359	453	13	—29**

Recorded values

United Kingdom exports in April were valued at £342·5 million, imports at £480·8 million and re-exports at £14·0 million.

£ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1963 1st quarter	332·6	381·3	13·3
2nd quarter	343·6	397·5	13·3
3rd quarter	324·9	400·7	11.6
4th quarter	359·0	427·2	13·2
1964 1st quarter	360·1	460·4	12·8
April*	342·5	480·8	14·0

* Provisional.
** Estimated

Notes:

Trade balance. The monthly figures for the trade balance – strictly the 'balance of visible trade on a balance of payments basis' – are estimates and are only published seasonally adjusted. They are consistent with the quarterly balance of payments statistics and are intended, taking runs of several months together, to give the best guidance to the trend which can be deduced from the monthly trade figures. They exclude insurance and freight, included in the valuation of imports in the Trade Accounts, which in so far as they are paid abroad are included in the invisibles account; there are also other differences between the Trade Account figures and those used in the balance of payments statistics. It is misleading to calculate, using the Trade Accounts figures as they stand, the difference between imports and exports plus re-exports and describe this as the trade gap.

Output in the wool textile industry

THE VOLUME of production in the wool textile industry in March was 8 per cent less than in the corresponding month last year. This comparison is, however, affected by the incidence of Easter, which last year fell in April.

Figures issued by the Wool Industry Bureau of Statistics show that, if allowance is made for the length of the working month, deliveries of worsted yarn and of woven fabrics (excluding blankets) were 3 and 4 per cent more respectively than in March 1963. Production of tops was 5 per cent less.

The total value of manufactures of the woollen and worsted industries (tops, yarns, woven fabrics, etc.) exported in the first quarter of 1964 was £33·1 million, 3 per cent more than in the same quarter last year and 1 per cent more than in the last quarter of 1963. The value of yarns and woven fabrics exported was respectively 3 and 2 per cent less than in the previous quarter but the value of tops exported, at £10·5 million, was 10 per cent more.

	Consumption	Production			Deliveries		
	Raw wool (clean weight)	Tops (a)	Woollen yarn (b)	Worsted yarn	Woven fabrics (excluding blankets) (c)		Blankets (b)
					Woollen	Worsted	
Quarterly average	Million lb.				Million sq. yds.		
1958	111·1	74·2	72·0	51·6	48·7	38·5	7·1
1959	127·3	87·1	78·3	58·0	51·6	39·7	7·7
1960	120·3	79·8	75·8	61·2	49·4	42·4	7·8
1961	118·0	80·0	70·3	61·6	45·8	42·4	8·4
1962	112·1	73·7	72·5	57·3	43·9	38·1	8·2
1963	114·5	76·0		59·9	44·2	37·2	8·8
1963 1st quarter	121·6	80·9	80·6	60·9	40·5	39·8	9·1
2nd quarter	118·7	79·5	79·0	58·9	42·2	35·5	7·1
3rd quarter	102·8	68·8	71·0	55·8	46·5	34·3	8·5
4th quarter	114·9	74·7	83·0	64·2	47·6	39·1	10·3
1964 1st quarter	117·9	77·9		61·9	41·9	39·1	8·4
1963 Jan.	42·8	28·5	..	21·3	15·4	13·9	3·6
Feb.	37·9	25·2	..	19·4	12·5	12·9	2·9
Mar.	40·9	27·2	..	20·2	12·6	13·0	2·7
1964 Jan.	42·2	27·8	..	22·5	15·6	13·8	3·6
Feb.	38·5	25·4	..	19·7	13·6	12·8	2·6
Mar.	37·2	24·7	..	19·7	12·7	12·5	2·2

(a) Including hair. (b) Estimated. (c) Woven, woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Exports of the products of the wool textile industry

Quarters or quarterly averages

	Wool tops		Yarns (a)		Woven fabrics		Other products of the wool textile industry (b)	Total
	£ m.	Mn. lb.	£ m.	Mn. lb.	£ m.	Mn. sq. yds.	£ m.	£ m.
1958	9·83	22·21	4·08	6·29	15·98	23·82	0·93	30·82
1959	10·02	24·10	4·62	7·77	16·18	25·73	0·96	31·78
1960	10·23	22·79	5·09	8·21	16·51	24·39	1·05	32·88
1961	9·92	23·02	4·53	7·29	15·97	22·68	0·83	31·24
1962	8·46	19·55	4·57	7·37	15·53	22·02	0·74	29·30
1963	10·69	23·98	5·32	8·47	15·94	..	0·75	32·70
1962:								
1st qtr.	8·41	19·44	4·65	7·37	16·00	22·72	0·76	29·82
2nd qtr.	8·97	20·89	4·53	7·45	15·38	22·04	0·78	29·66
3rd qtr.	7·35	16·92	4·10	6·55	15·94	22·12	0·71	28·10
4th qtr.	9·11	20·96	4·98	8·12	14·81	21·19	0·73	29·63
1963:								
1st qtr.	11·08	26·33	5·22	8·45	15·19	..	0·63	32·11
2nd qtr.	12·26	28·21	5·20	8·61	15·53	..	0·63	33·62
3rd qtr.	9·85	21·38	5·00	7·86	16·85	..	0·79	32·49
4th qtr.	9·56	20·00	5·86	8·95	16·21	..	0·96	32·59
1964 1st qtr.	10·48	21·20	5·66	8·58	15·95	..	0·97	33·07

(a) Including alpaca, mohair and cashmere yarns and woollen and worsted yarns of hair and wool, n.e.s.
(b) Including other hair drawn, carded or combed (including rabbit fur prepared for spinning), felts, wholly or partly of wool; travelling rugs, coverlets and wrappers, household textiles, blankets and other woollen and worsted manufactures except wool flocks, shawls and carpets, and knitted, etc., fabrics are excluded.

Sales by wholesale textile houses in March

THERE was a large seasonal increase in sales by wholesale textile houses during March and in relation to a year earlier the value was 5 per cent higher. Sales in February had been 13 per cent higher and in January 9 per cent higher.

In the first quarter as a whole, sales were 9 per cent higher than in the corresponding period last year, compared with an increase of 5 per cent in the last quarter of 1963.

The value of stocks held by wholesale textile houses at the end of March was 4 per cent higher than a year earlier.

Notes:

These statistics are prepared by The Textile Distributors' Association. Inquiries should be addressed to: The Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4. (Tel.: City 4444.)

Total sales and stocks

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier.

	Value of Sales (Total Home Trade)		Value of Stocks (at end period) (b)	
		%		%
1962 Year	105	— 2	..	..
1963 Year	108	+ 3	..	..
1963 1st quarter	92	— 3	139	Nil
2nd quarter	98	Nil	127	Nil
3rd quarter	107	+ 7	143	+2
4th quarter	137	+ 6	118	+5
1964 1st quarter	100	+ 9	145	+4
1963 October	158	+ 9	128	—1
November	133	+ 1	129	+1
December	121	+10	118	+5
1964 January	76	+ 9	124	+4
February	96	+13	140	+3
March	127	+5	145	+4

Analysis by department

Percentage of corresponding values for 1963

	Sales (b)		Stocks (b)
	March	Jan.-Mar.	At end of March
Women's knitted outerwear, blouses and skirts	119·3	119·9	118·4
Women's coats, costumes, furs and raincoats	99·1	106·5	104·4
Women's underwear	89·7	96·4	87·1
Women's hose and children's socks	99·3	103·1	135·8
Women's millinery	98·4	104·3	85·3
Haberdashery, ribbons and wool	76·9	85·1	107·5
Children's wear	102·3	111·0	98·4
Men's and boys' shirts, pyjamas and outfitting	121·9	118·7	99·1
Gloves	107·4	107·0	132·9
Piece-goods and nets	98·7	103·9	99·8
Household textiles	96·4	99·9	103·4
Floor-coverings, furniture and hardware	117·2	124·0	105·7
Grand total (a)	105·1	108·5	104·3

Notes:

(a) Including some items not included among the sub-headings. (b) Valued at cost.

Orders in the textile and clothing industries

THE VOLUME of orders on hand at the end of March in the textile and clothing industries considered as a group was at about the same level as at the end of February. Compared with the unusually high March figures last year, deliveries and the rate of receipt of net new orders were each 5 per cent less. Comparison is, of course, affected by the changing incidence of Easter; taking the months January-March together compared with the same months in 1963 the rate of receipt of net new orders were 7 per cent more and deliveries were 5 per cent more.

There are marked seasonal fluctuations in demand in the clothing industries and sharp month to month changes in the rate at which orders are received should not, by themselves, be taken to imply similar sharp changes in production; they may, for example, lead to changes in the length of order books or the level of stocks.

Textile and clothing industries (a)
Index numbers of the volume of total orders and deliveries (b)

	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)
	April 1959 = 100	Average 1959 deliveries = 100	Average 1959 deliveries = 100
1960	136	103	103
1961	104	91	99
1962	100	92	93
1963*	118	100	95
1963 1st quarter	100	96	94
2nd quarter	105	96	93
3rd quarter*	101	89	92
4th quarter*	118	119	102
1964 1st quarter*	121	102	99
1963 February	100	98	96
March	100	103	102
1964 February*	121	113	106
March*	121	98	97

(a) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting section of the cotton and man-made fibre industries.
(b) At constant (average 1958) prices.
(c) These indices have been adjusted to allow for differences in the length of calendar months but not for holidays or for any other seasonal variations.
* Provisional.

Production in the cotton industry

THE VOLUME of production in the cotton industry in March was 4 per cent less than in March 1963. Comparability is, however, clouded by the changing incidence of Easter which fell in April last year.

Statistics issued by the Cotton Board show that in the three months January to March the amount of cloth woven was 2 per cent more compared with the same months of 1963; output of single yarn was 3 per cent more and the amount of yarn doubled was 4 per cent more.

(All figures are weekly averages)

	Single yarn (a)		Double yarn		Woven cloth	
	Cotton yarn (b)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	man-made fibre and mixtures
	Million lb.				Million lin. yds.	
1958†	11·91	2·86	3·07	1·32	27·0	11·3
1959	11·66	2·92	3·18	1·49	24·7	11·4
1960	11·46	2·98	3·30	1·66	24·9	11·9
1961	10·66	2·55	2·82	1·52	23·8	11·7
1962	9·46	2·30	2·50	1·64	20·1	10·9
1963	9·40	2·44	2·53	2·04	19·5	10·8
1963 January*	9·58	2·37	2·52	1·99	19·3	11·0
February	9·90	2·50	2·56	2·10	20·2	11·5
March	9·94	2·57	2·68	2·10	20·4	11·8
April	8·96	2·30	2·48	1·99	19·0	10·8
May*	10·21	2·63	2·76	2·31	20·9	11·4
June	8·31	2·20	2·31	1·77	19·7	10·7
July*	7·59	1·82	2·16	1·94	13·7	8·0
August	9·61	2·45	2·38	2·05	20·5	10·3
September	9·16	2·42	2·47	2·01	19·5	10·4
October*	10·22	2·75	2·74	2·22	21·2	11·5
November	10·31	2·85	2·81	2·26	21·7	11·8
December	9·00	2·50	2·42	1·70	18·7	10·3
1964 January*	9·94	2·74	2·65	2·21	20·1	11·5
February	10·22	2·89	2·73	2·30	21·1	12·1
March*	9·39	2·63	2·49	2·15	19·5	11·3

(a) Spun in the cotton industry. (b) Including yarns wholly of cotton and of cotton waste cotton yarn spun on condenser system and mixture yarns of cotton and cotton waste.
* Average of five weeks. † 53-week period.

INDEX TO STATISTICS

The index to statistics published regularly in the Board of Trade Journal *is on page* 1152 *of this week's issue.*

Turnover of the catering trades in March

THE TOTAL turnover of the catering trades in March was 9 per cent higher than a year earlier. This increase was only slightly lower than the increases for January and February – increases abnormally high because of the low level of business during the bad weather in the early part of 1963 – but somewhat higher than the increases towards the end of last year. The fact that Easter this year was in the March period and last year in the April period probably contributed to the largeness of the increase which should not therefore be regarded as indicating the normal trend of turnover. During the first quarter as a whole, turnover was 10 per cent higher than in the corresponding quarter of 1963, a large rise due, as has been mentioned above, to the poor results of the catering trades in that quarter last year.

As with total turnover, each of the kinds of business shown separately in the table continued to show changes over a year ago which were very similar to those experienced in January and February. In particular sales by public houses in March were 11 per cent higher than in March 1963 as compared with increases on a year earlier of about 6 per cent in the latter months of last year. The turnover of canteens and catering contractors was, however, marginally lower in March this year as compared with March last year and for the first quarter as a whole showed no increase over the first quarter of 1963.

Catering trades

Index numbers of turnover per week and percentage changes on a year earlier

1960 = 100

Kind of business (Turnover in 1960 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS: (£1,290 million)	1960	100	83	102	115	101	82	81	85	96	98	111	118	120	107	97	91	111
	1961	107	90	109	124	108	87	88	94	101	108	115	124	130	118	106	98	117
	1962	112	95	115	129	112	93	94	96	108	109	125	131	136	121	112	102	119
	1963	117	96	119	134	119	94	93	100	111	113	130	136	142	126	118	109	126
	1964		105				104	102	109									
	1963	+4	+1	+4	+4	+6	Nil	—2	+4	+3	+3	+4	+5	+5	+4	+6	+7	+6
	1964	+10(a)	+10				+11	+10	+9									
Licensed hotels and holiday camps (£169 million)	1960	100	67	105	139	89	65	65	72	91	97	123	141	150	128	105	77	86
	1961	107	72	112	149	95	66	68	78	95	107	130	149	161	138	113	82	91
	1962	113	77	119	158	98	71	74	84	98	109	143	161	169	146	117	87	93
	1963	118	76	124	167	107	69	72	85	103	113	149	169	184	151	128	94	100
	1964		86				79	82	97									
	1963	+5	Nil	+4	+6	+9	—3	—2	+2	+5	+3	+5	+5	+8	+4	+10	+7	+8
	1964	+13(a)	+13				+15	+13	+13									
Restaurants, cafes, etc., and fish and chip shops (£307 million)	1960	100	84	103	120	93	82	82	86	94	97	115	124	130	108	95	91	94
	1961	106	90	109	126	99	88	88	94	100	108	117	127	138	116	101	97	98
	1962	109	94	112	130	102	92	93	96	104	107	123	130	141	120	106	100	100
	1963	114	94	117	135	109	89	92	99	108	110	129	134	147	125	112	106	109
	1964		101				97	99	106									
	1963	+4	Nil	+4	+4	+7	—3	—2	+4	+4	+4	+5	+3	+4	+5	+6	+6	+9
	1964	+8(a)	+8				+9	+8	+7									
Public houses (£711 million)	1960	100	83	102	110	106	82	81	85	98	97	108	114	114	102	95	91	126
	1961	109	92	108	120	114	89	90	95	103	109	112	120	126	115	106	99	133
	1962	114	97	116	125	119	97	97	98	113	110	124	128	132	118	113	104	135
	1963	118	98	119	130	125	98	94	101	115	113	128	133	137	122	119	112	141
	1964		109				111	105	113									
	1963	+3	+1	+3	+4	+6	+1	—3	+4	+1	+3	+3	+5	+4	+4	+5	+7	+5
	1964	+12(a)	+12				+13	+12	+11									
Canteens and catering contractors (£102 million)	1960	100	104	97	93	106	105	106	102	95	102	94	94	85	99	106	110	103
	1961	105	108	103	99	111	109	108	105	104	104	102	103	87	105	110	115	109
	1962	108	113	106	101	113	113	114	111	104	111	104	103	90	109	112	118	110
	1963	115	120	113	106	119	119	122	120	111	119	111	108	96	112	118	125	115
	1964		120				119	122	119									
	1963	+6	+7	+7	+4	+6	+5	+6	+8	+7	+7	+6	+6	+6	+2	+5	+6	+5
	1964	Nil (a)	Nil				Nil	Nil	—1									

(a) Cumulative figure for January to March compared with corresponding period of 1963.

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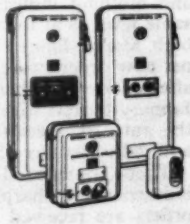
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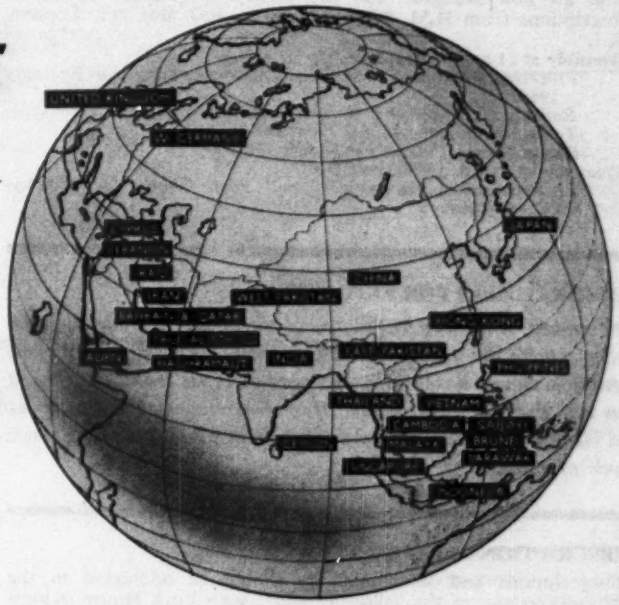

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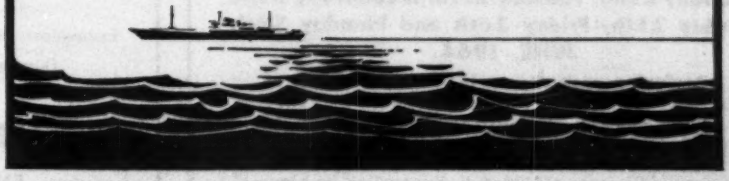

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New companies registered in April

BELOW are details of new companies registered in Great Britain during April 1964 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal capital	Public companies	Private companies	Total
Under £1,000		2,970	2,970
£1,000 and under £10,000		1,373	1,373
£10,000 and under £50,000		263	263
£50,000 and under £100,000		19	19
£100,000 and under £1,000,000		11	11
£1,000,000 and above		—	—
Total number	—	4,636	4,636
Total amount of nominal capital	'000's	'000's £10,757	'000's £10,757

Companies registered in Great Britain in 1963-1964

	1963		1964	
	Number	Nominal capital £'000's	Number	Nominal capital £'000's
January	3,178	8,336	4,035	9,654
February	3,250	6,766	3,663	29,949
March	3,927	10,470	5,006	16,654
April	3,698	8,253	4,636	10,757
May	3,642	8,459		
June	2,995	7,182		
July	3,722	9,133		
August	3,089	8,481		
September	3,159	7,313		
October	3,866	10,098		
November	3,516	7,501		
December	3,641	13,466		
Total	41,683	105,458		

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Government surplus sales by auction

MINISTRY OF DEFENCE (AIR FORCE DEPARTMENT)

1964	Stores	Location	Auctioneers
May 28	Miscellaneous stores and equipment	No. 35 Maintenance Unit, Royal Air Force, Heywood.	Brady & Son (AFD 1), 17 Warren Street, Stockport, Cheshire. (Tel. Stockport 2252).

The above sale will include radio receivers, test sets, transformers, antenna equipment, portable compressors, radio valves, capacitors, radio and electrical equipment, fabrics including tentage and hessian, aircraft equipment including Dakota spares, winches, ball and roller bearings, roller conveyors, bomb trolleys, furniture, miscellaneous stores and equipment.

May 28	The sale will include steel framed shed 145 ft. by 100 ft., various timber, brick and Seco huts of various sizes, catering equipment, and miscellaneous stores.	Royal Air Force, Bridgnorth, Salop	Nock Deighton & Son (AFD 1), 52 Whitburn Street, Bridgnorth, Salop. (Tel. 2203-4).
June 24	Miscellaneous stores and equipment	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs (AFD 1), 28 Eastgate Street, Stafford. (Tel. Stafford 2331).

Catalogues for the above sales may be obtained within fourteen days of the advertised dates of the sales on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1964	Stores	Location	Auctioneers
May 26	Machine tools, clothing and textiles, electrical equipment and miscellaneous stores.	Command Ordnance Sub-Depot, Barlow, Nr. Selby, Yorks.	Bartle & Son (Dept. L), 50-52 Merrion Street, Leeds, 2. (Tel.: Leeds 20898).
June 4	Plant, machine tools, furniture, electrical and miscellaneous stores.	Ordnance Storage & Disposal Depot, Rotherwas, Hereford.	Russell, Baldwin & Bright Ltd. (Dept. L), 20 King Street, Hereford. (Tel.: 4366).
June 18	Vehicles and miscellaneous stores	Ordnance Disposal Depot, Bowhouse, Hurlford, Nr. Kilmarnock, Ayrshire.	Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel.: Bridgeton 2447).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to date of sale, price 1s. 0d. (*Postal Orders only*).

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Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday May 15, 1964.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered in the name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
		BRITISH			
Look at Life Series 21:					
The Golden West	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 29399	10	May 11
Men of the Snowy	" "	" "	Br/E 29400	11	May 11
Girl with Green Eyes	United Artists Corporation Ltd.	Woodfall Film Productions Ltd.	Br/E 29401	92	May 12
Pathe Pic. Series 482/494:					
Pathe Pic. No. 491	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 29402	8	May 13
Pathe Pic. No. 492	" "	" "	Br/E 29403	8	May 13
Seance on a Wet Afternoon	Rank Film Distributors Ltd.	Beaver Films Ltd.	Br/E 29405	116	May 14
Movietone News 1822A	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 29021	7	May 15
Movietone News 1823	" "	" "	Br/E 29022	7	May 15
Pathe News 64-39	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 29086	8	May 15
Pathe News 64-40	" "	" "	Br/E 29087	9	May 15
		FOREIGN			
West of Montana	Metro-Goldwyn-Mayer Pictures Ltd.	Metro-Goldwyn-Mayer Inc.	F 29396	83	May 11
A Global Affair	" "	Seven Arts Associated Corporation	F 29397	84	May 11
The Friends of the Rhino	" "	Ivan Tors Films Incorporated	F 29398	10	May 11
Long Day's Journey into Night	Twentieth Century-Fox Film Co. Ltd.	Joseph E. Levine in association with Ely Landru and Jack Dreyfus, Jnr.	F 29404	136	May 14

CORRECTIONS TO THE REGISTER:

The registration particulars of the following films have been corrected as shown below:

'The Story of the Count of Monte Cristo' (F 28463) registered on May 13, 1963, has been corrected to show the maker as: Les Films Jean Jacques Vital, S.A.R.L., Paris 8, France.

'Horror' (F 29291) registered on March 20, 1964, has been corrected to include the additional maker: Llama Film, Madrid, Spain.

New Books

The Management of the British Economy, 1945-60, by J. C. R. Dow (439 pages. Cambridge University Press, 60s.). A major product of the programme of research into the postwar experience of the United Kingdom which was initiated at the National Institute of Economic and Social Research in 1954 is now published as No. XXII of the Institute's series of *Economic and Social Studies*. The objective is to assess the fiscal and monetary measures which the British Government has used in the postwar period to influence and control the course of economic events. The book starts with a 100-page historical narrative of the problems which have faced successive Chancellors of the Exchequer, and the measures which they have adopted to deal with them. This leads to a more detailed analysis of the individual instruments of policy —direct controls, tax changes, public investment, monetary policy and hire purchase control—and their effects on the level of demand. There follows an analysis of the relationships of the various elements in the economy, which attempts to trace the overall effects of these instruments of policy. The main conclusions of the study are that policies have had more effect in maintaining full employment than in achieving steady and rapid growth; and that fiscal and monetary policies need to be supplemented by other measures to produce the growth of production and stability in labour costs.

Agricultural Trade in Europe: Recent Developments. United Nations Economic Commission for Europe (190 pages. Sales No. 64.II.E/Mim.2. To be available shortly at 15s., by post 16s. 2d., from H.M. Stationery Office and Government Bookshops). Supplement to, and continuation of, the Economic Commission's *Ten Years of Agricultural Trade in Europe* (1962), in which is reviewed trade in those agricultural commodities and products which account for the major part of gross output in Europe. This new report assembles in numerous statistical tables the most recent trade data for the same agricultural products and commodities as its predecessor, but with the addition of vegetables. It includes brief reviews of the two main import markets for agricultural products (Great Britain and the Common Market countries), and of the particular problems of countries which specialize in agricultural exports; and it discusses the problems arising from the exchange of agricultural products between Eastern Europe and Western Europe.

Annuaire Abrégé de Statistique: Commerce Extérieur, 1963. Direction Générale des Douanes et Droits Indirects, 192 rue Saint-Honoré, Paris 1er. (300 pages. 10 Francs). The first issue of an abridgement of the French foreign trade statistics, compiled from existing official publications and published in the form of a pocket statistical yearbook. It provides summaries of the main characteristics and composition of French trade, with details of imports and exports by countries of origin and consignment and by broad commodity groups within the official French trade classification. There is also a table breaking down the figures by groups of the Standard International Trade Classification, to facilitate international comparisons. Principally of use to those who wish for a handy compendium of the principal trade statistics for the year, or who want only a broad outline picture of the trade situation, the abridged yearbook does not replace for more intensive market research the full statistics published in the annual two volumes which constitute the fourth quarter's issue each year of the same publisher's *Statistiques du Commerce Extérieur de la France*.

Commodity Agreements and EEC Farm Policy. Political and Economical Planning (60 pages. 6s. from P.E.P., 12 Upper Belgrave Street, London, S.W.1). Published as *Planning*, Vol. 30, No. 480, this is a discussion of the general principles, scope and problems of the existing international agreements for regulating the marketing of wheat, sugar and tin, and an attempt to see how far international agreements could help to reconcile conflicting national policies regarding cereals, sugar and dairy products. A further section looks at the general problems of surplus disposal.

The Central American Republics, by Franklin D. Parker (348 pages. Oxford University Press, 42s.). In this book, the author discusses both Central America as a region in itself and each of the five countries which comprise it. One chapter each is devoted to Guatemala, El Salvador, Honduras, Nicaragua and Costa Rica. In each chapter a uniform framework includes the following topics: local government, development of the state, present-day politics, boundaries and budgets, subsistence agriculture, trade, occupations, economic outlook, learning, art and religion. The first four chapters of the book deal with Central America as a whole. They cover subjects which had their beginnings in the days prior to the establishment of separate states: natural features, antiquities, the population, and earlier administrative history. The final chapter discusses current political problems and the future outlook. A detailed bibliography, with commentaries, is appended, and there is a good index.

Colombia. Guia Para el Inversionista. A Guide for the Investor. Banco de la Republica de Colombia, Bogota (114 pages. Free from the Colombian Embassy, 3 Hans Crescent, London, S.W.1). With text in Spanish and English on facing pages, this booklet provides a useful short survey of the Colombian economy, with summary data of population, exports, imports, output of major agricultural and industrial products, an outline of the financial system, and a resumé of the taxes and other incentives for foreign investors. No date of publication is given, and the contents are up to date as at about mid-1963.

Bermuda, a Jurisdiction for the Corporate and Private Investor. 2nd edition. Bank of N. T. Butterfield and Son Ltd., Hamilton (140 pages. Free from Bermuda News Bureau, Sackville House, 40 Piccadilly, London, W.1). Apart from a brief introductory set of notes on Government and the economy, this is a compilation of legal memoranda and Bermudan statutes dealing with the incorporation of companies, the formation of partnerships and the formation of trusts in Bermuda. It includes the texts of the various Companies Acts as amended, with excerpts from the texts of other laws affecting the businessman intending to set up in Bermuda a base for foreign business and investment. The information is up to date as at June, 1963.

The Travelling Consumer. Consumers' Association (124 pages. 6s. from the Consumers' Association, 14 Buckingham Street, London, W.C.2). The consumer's relationship with travel agents, tour operators, airlines, railways, and hotels is the main theme of a handbook intended for use by those who are 'inexperienced or vague' about travel. In discussing these subjects, the Association touches on a number of topics of interest to services and industries catering to tourism, travel and passenger transport. But the principal aim is to offer helpful advice to the traveller on how to cope with the formalities, procedures and unexpected situations that occur in going from one place to another, rather than to write a critique of existing services and facilities. There is an adequate index.

British Exports and Exchange Restrictions Abroad. 18th edition, 1964 (191 pages. Free from the Swiss Bank Corporation, 99 Gresham Street, London, E.C.2). A change of format has taken place in this well-known compendium of import regulations and exchange controls in all the countries with which British exporters are concerned. But there is no change in the contents, other than to bring them once more up to date.

Other publications

DIRECTORY OF SHIPPING AND FORWARDING AGENTS 1964. 78 pages. Kenneth Mason Publications Ltd., 26 Grosvenor Gardens, London, S.W.1. 10s. 6d.

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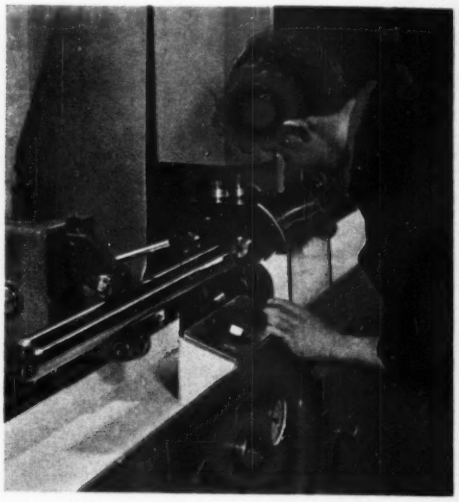

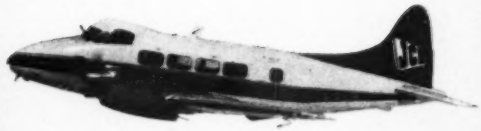

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Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

TUESDAY, MAY 12, 1964

Assistance under the LEA

Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, was asked what was the relationship, expressed in term of each additional person employed or estimated to be so, between Government assistance and additional employment in the growth and development areas, in each year since the inception of the Local Employment Act. In reply the Secretary of State said that the average amounts of assistance in all forms offered in respect of each additional person expected to be employed in projects assisted under the Local Employment Acts 1960 and 1963 were approximately:

1960-61	£890
1961-62	£840
1962-63	£825
1963-64	£750

Industrial Development spending

Asked how much was being spent by H.M. Government on industrial development schemes in Scotland, on the North-east coast and in Northern Ireland, respectively, in the current year and in each of the past five years, the Secretary of State said that the following were the amounts of assistance offered, excluding offers which have been declined, under the Distribution of Industry Acts, the Local Employment Acts, and the Fort William Pulp and Paper Mills Act for projects in Scotland and the North-East of England during each of the past five financial years. Assistance to projects in Northern Ireland was the responsibility of the Northern Ireland Government.

	£ million	
	Scotland	N.E. England
1959-60	6·0	1·0
1960-61	22·2	2·1
1961-62	15·0	1·4
1962-63	4·5	4·5
1963-64	24·1	10·8

WEDNESDAY, MAY 13

North West Study Group

Asked what progress the North West Regional Study Group had made in studying the development problems of Carlisle and Cumberland, the Secretary of State said that in the first stage of its work the North West Regional Study Group had been mainly concerned with assembling and examining the basic factual material which had to be taken into account when considering the region's development. The Group was now carrying out a programme of visits to the region, during which it would be consulting the main planning authorities, representatives of industry and other local interests. Arrangements were being made for members of the Group to visit Carlisle and Cumberland in the near future.

Development districts

In reply to a question about development districts, Mr. David Price, Parliamentary Secretary, said the list of development districts under the Local Employment Act, 1960, was published in the *Board of Trade Journal* of August 9, 1963. The only change since had been that applications for assistance for the Paisley Group were again being accepted. The list now covered 15·1 per cent of the insured population of Great Britain.

RPM Bill's third reading

The Resale Prices Bill was read for the third time in the House of Commons on May 13, a report of which is to be found in *Hansard*, May 13, cols. 429-566.

THURSDAY, MAY 14

Trade and Navigation Accounts

In reply to a question asking what arrangements were being made for the future publication of the 'Accounts relating to Trade and Navigation of the United Kingdom', Mr. Edward du Cann, Minister of State Board of Trade, said that so that full benefit could be obtained from computer processing, the Trade and Navigation Accounts in their present form would be discontinued after the issue for December, 1964. From January, 1965, the monthly statistics of overseas trade would appear in a new format under the title 'Accounts relating to the Overseas Trade of the United Kingdom'. The shipping statistics contained in the present Accounts would be separately published in the *Board of Trade Journal*.

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Exhibitions and Fairs

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date last published	Date next published
United Kingdom	*May 1*	*Aug. 7*
Outside Europe	*April 3*	*July 3*
Europe	*March 6*	*June 6*

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.1 (Tel. Abbey 7877, Ext. 2791, Germany and Scandinavia; 2783, France, Italy, Benelux, Switzerland, Austria, Finland, Spain, Portugal, Irish Republic, Greece, Turkey, Middle East and West Africa; 2792, United Kingdom and Rest of the World) will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of cost and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

** indicates fair which is held annually at approximately the time stated.*

† indicates fair which is held alternate years at approximately the time stated.

Amendments and Additions to Classified Lists:

The fairs and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on May 1, April 3 and March 6 respectively.

UNITED KINGDOM

Amendment:

The Board of Trade have been informed that the Wholesale Buyers' Gift Fair will be held at the Mount Royal Hotel, London, W.1, from December 14-17, 1964, and not from December 7-10 as shown in the *Board of Trade Journal* dated May 1, 1964.

Addition:

LONDON: INTERNATIONAL MEN'S AND BOYS' WEAR EXHIBITION – IMBEX 65 – March 1-5, 1965.

* At Earls Court. Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

OUTSIDE EUROPE

Addition:

PALERMO, BUENOS AIRES: ANNUAL LIVESTOCK SHOW OF THE ARGENTINE RURAL SOCIETY– July 13-August 2, 1964.

* Apply, Sociedad Rural, Buenos Aires, Argentine.

EUROPE

Additions:

MUNICH: 12TH INTERNATIONAL EXHIBITION OF BUILDING MACHINERY (BAUMA) – March 20-25, 1965.

* Apply, The Building Exhibition, 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

FRANKFURT: INTERNATIONAL MOTOR EXHIBITION – September 16-26, 1965.

* Apply, Verband Der Automobilindustrie ev Post Box 725347, Westendstrasse 61, Frankfurt-am-Main 16.

British agriculture on show in Moscow

THE BRITISH Agricultural Exhibition was officially opened by Mr. Christopher Soames, Minister of Agriculture, on May 18. The exhibition which runs until May 31, features British agricultural machinery, chemicals, seeds and livestock.

An article entitled 'Anglo-Soviet teamwork in agriculture' by Francis Appleyard, chairman of the co-ordinating and planning committee, British Agricultural Exhibition, Moscow appeared in the *Board of Trade Journal* on January 31, pages 191 - 192.

Over 1,500 overseas visitors saw HEVAC

The International Heating, Ventilating and Air Conditioning Exhibition which closed at Olympia, London, on May 9 was attended by 43,274 visitors. The last exhibition, in 1962, had an attendance figure of 35,000. There were 1,556 visitors from overseas, representing 50 countries – a record for the exhibition. An estimate by a spokesman for the organizers, Industrial Exhibitions Limited, gave £7 million as the likely figure for business actually conducted at the exhibition.

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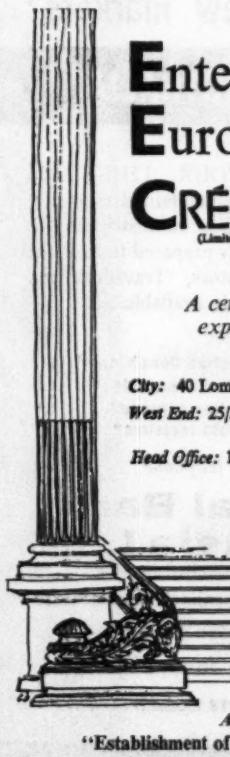

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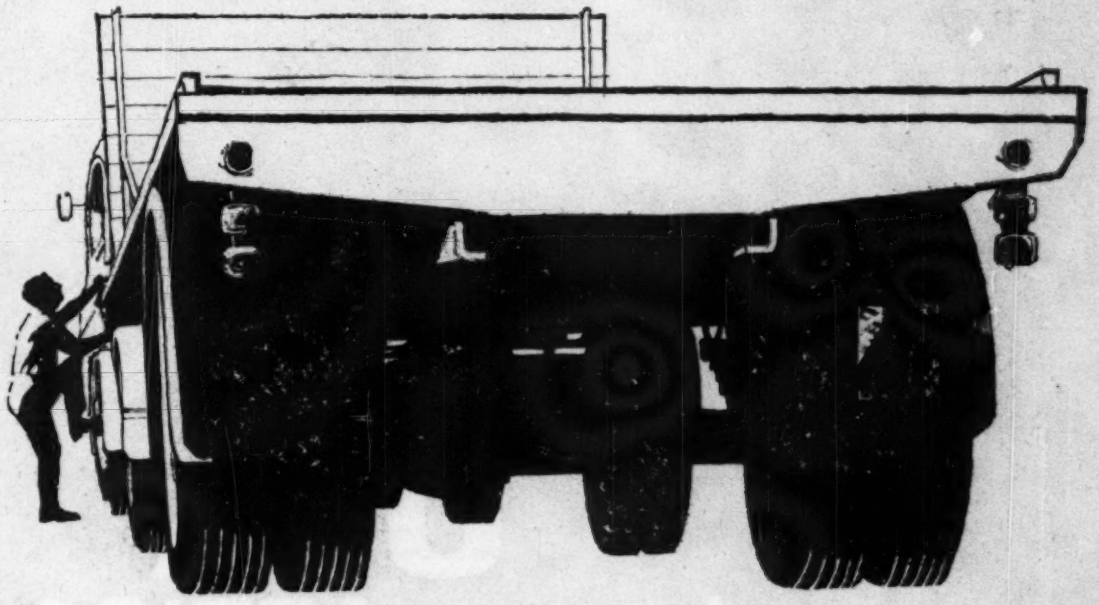

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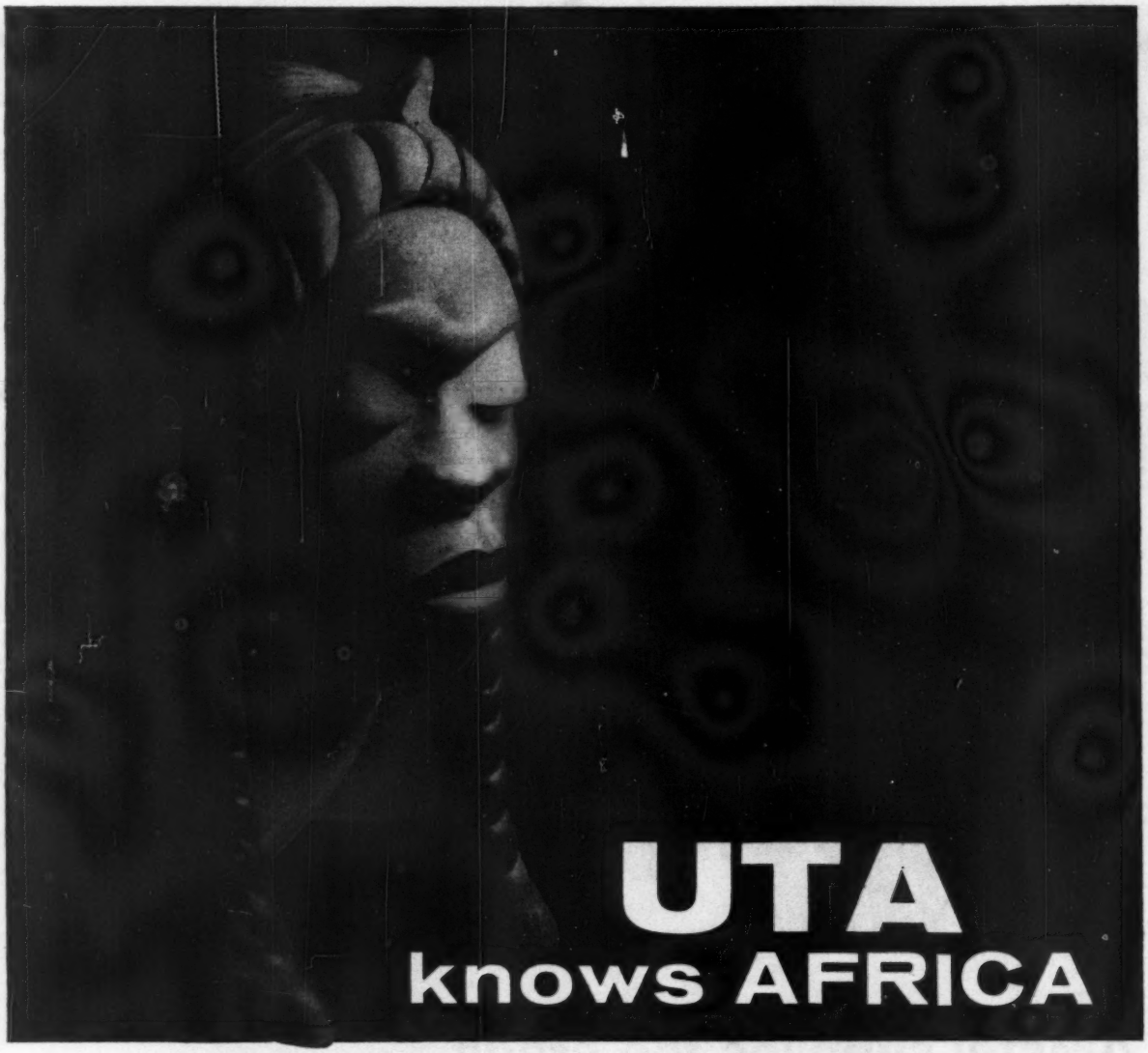

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Overseas Trade and Exports

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Guinea: A country with plans

A REPORT BY THE BRITISH EMBASSY, CONAKRY

THE REPUBLIC OF GUINEA, formerly a territory of the French West African Federation, became an independant Republic on October 2, 1958, and was the only country to vote "non" in the de Gaulle Referendum. It left the Franc Zone. Since 1958, its political and economic development has been very different from the rest of French Africa, and it offers peculiar problems, and opportunities, for British businessmen. Although the short-term prospects for a substantial expansion of trade are not great, Guinea has greater natural resources, and greater prospects for longer-term economic development, than many other African countries.

The country covers an area of 96,865 square miles (roughly the size of Great Britain and Northern Ireland) and has common land frontiers with Portuguese Guinea, Senegal, Mali, Ivory Coast, Liberia and Sierra Leone. The population is between 3 and 4 million. At least 90 per cent live in rural areas, or in villages of less than 5,000 inhabitants, and are dependent on agriculture for their livelihood. There are about 15 ethnic groups, of which the Foulah, who inhabit the mountainous Foutah Djallon region, the Malinké of the North East, the Soussou of the Coastal Region, and the Kissi of the Forest Region, are the most important. Although French has been adopted as the official language of the country, many people (especially in the interior) speak only their own language. (There are six national languages). The majority of the people are Moslems, but Christians are to be found along the coastal areas and in the (generally Animist) Forest Region of the south.

The country is divided into four distinct geographical regions, and there is a wide diversity of climate and customs. The Coastal Region, or **Lower Guinea**, is the most important, although smaller in area than any of the others, and includes Conakry, the capital and largest city and main port; the bauxite regions of Fria and Boké (with reserves of something like 700 million tons); the iron ore deposits of the Kaloum Peninsular (estimated at 3 milliard tons); and numerous rice, banana and pineapple plantations. The climate is hot and humid all the year round, with a well defined rainy season from mid-May to October. The **Foutah Djallon** rises from the coastal plains, and is between 1,000 and 3,000 or more feet above sea level. Its climate is much drier than that found in the coastal plains, and is said to be among the healthiest in Africa. Although farming is the basis of this region's economy, essential oils are an important secondary product. It also has potential hydro-electric resources, as well as bauxite. **Upper Guinea** consists mainly of broad, grassy uplands (savannah) where cotton was formerly grown. The **Forest Region** is mainly a dense tropical rain forest over 1,500 feet above sea level, and is important for the production of diamonds, coffee and quinine. There are vast iron ore reserves, estimated at hundreds of millions of tons of high quality ore (65 per cent), as yet untouched, at Mounts Nimba and Simandou in the Forest Region. The variation of climate and terrain throughout the country allows a diversified agriculture, e.g. tropical fruits and palm products on the coastal plains; cattle in the Foutah Djallon and the north-east savannah; ground nuts in the savannah and the western coastal plain; coffee and palm products in the Forest Region; and rice in the coastal regions, and along the many river valleys which criss-cross the country.

Government policy

The main objective of the Guinean Government since 1958 has been national independence. In their view, this required (despite the obvious short-term disadvantages) the elimination of any special French political or economic influence; departure (in 1960) from the CFA zone; and economic co-operation with any country prepared to offer trade, aid or technical assistance on acceptable terms. In the early years of independence, after the sudden French withdrawal of technical and economic assistance, and qualified personnel, the Guineans relied primarily on the communist countries of Eastern Europe, from whom they obtained credits equivalent to about £35,000,000, not all of which have been drawn. Subsequently, there has been substantial aid from the United States, the German Federal Republic and Yugoslavia and, in addition, Guinea has made efforts to develop her trade (earlier largely conducted under bilateral clearing agreements with Eastern Europe) with the western world. Throughout, the country's political independence has been jealously guarded. Since 1962, the Government, through the one-party political system, has increasingly concentrated its attention on ways of increasing production and raising the standard of education and professional training. Guinea has undergone a thorough-going social revolution along socialist lines, but with much adaptation and change in the light of local needs, including (since mid-1963) the encouragement of Guinean private enterprise in certain fields. There is a comparatively high degree of political stability throughout the country.

The economy

The Guinean economy is centrally planned along lines familiar in the countries of Eastern Europe. In particular, there is a strict state monopoly of foreign trade and payments. Trade with the western world is financed wholly in foreign currency (the Guinean franc is inconvertible), and all foreign currency operations are conducted exclusively by the (State) **Banque Guinéenne du Commerce Extérieur** (BGCE) acting in accordance with the instructions of the **Banque Centrale de la République de Guinée** (BCRG). Hitherto, foreign trade has been handled almost exclusively by a series of State Trading Enterprises, who act as importers, but not as Agents. In recent months private enterprise has begun to play an increasing rôle. A common customs tariff is applied to imports from all countries.

Most of the public utilities, and key industries, along with the Banks, remain nationalised. State enterprises were inevitable in 1958, as the only single body of trained manpower to be found in the new Republic existed in its civil service. Moreover, state enterprise was in line with the Government's political philosophy. Nevertheless, certain private enterprises have continued to operate, the largest and most important of which is the internationally-owned Fria alumina consortium. Alumina production, which began in mid-1960, now accounts for about one half of Guinea's exports, and provides the country with its primary source of foreign exchange. Other hard-currency earning exports are iron ore, bauxite, diamonds, coffee, palm kernels, bananas and pineapples. Guinean private enterprise, or 'Sociétés Mixtes' incorporating state and private enterprises (Guinean or foreign), are being encouraged to develop these or other exports; to establish small industries for the processing of Guinean produce (to save foreign exchange on imports); and to take over from the state the bulk of retail distribution and local transport.

Investment

To encourage foreign investment, the Guinean Government in 1962 introduced a new Investment Law. This allows for tax and tariff relief, guarantees foreign capital against expropriation, and affords it the protection of Guinean law. Bilateral investment guarantees have been signed with the Governments of the United States of America, the Federal German Republic and Switzerland. As indicated above, investment is most likely to be welcomed in industries which would (a) save foreign exchange by reducing Guinea's dependence on imports, with priority for those having a clear public impact on a substantial part of the population, and (b) develop local resources, and lead to an increase in exports.

Three year plan, 1960 – 1963

A Three Year Plan launched in 1960, now recognised to have been largely experimental, gave priority to agricultural development, public works, secondary industries, health and communications. Projects included a saw mill at N'Zérékoré capable of an annual production of 67,000 cubic metres (Azobe hardwood will be available for export shortly); a canning plant at Mamou to produce 5,900,000 tins of fruit, vegetable and meat; a match and cigarette factory near Conakry,

with an annual output of 24 million packets of 20 cigarettes and 45 million boxes of matches; a furniture factory; a brick-works; a tannery; an ambitious Polytechnic Institute; and a 15,000 ton ore-carrier (built in a British yard). In October, 1963, a contract was signed by the Guinean Government for the construction by a British company of a textile mill which it is estimated will produce 70 per cent of the country's requirements of textile materials.

Seven year plan, 1964 – 1971

A new Seven Year Economic Development Plan, published in April, 1964, is designed to concentrate the country's efforts on the sectors of the economy most relevant to basic economic development. Thus, a very high priority will be given to roads, bridges and the development of hydro-electric power generation and distribution. New projects envisaged include the textile plant referred to above; glass making, bicycles; tyre-recapping; oil refinery; cement works; sacks; small food processing plants; ships; port and railway improvements; a university, including medical school; a number of important agricultural projects (including rice and cotton); and substantial expansion, with new equipment, of the fishing industry. Finance for some of the developments envisaged is already assured under existing foreign aid programmes. For the rest, the Guinean authorities are relying on foreign investment; further bilateral aid; the United Nations Special Fund; the I.B.R.D. (of which Guinea recently became a member); and on their own resources eventually as improved communications, professional training and economic development already in train, make possible substantially increased earnings of foreign exchange in future years.

Export prospects

It will be readily appreciated from the foregoing that there is virtually no expanding market for consumer goods in Guinea, and imports are always dependent on the availability of foreign exchange or credits. But Guinea's long-term prospects are encouraging, and there should be increasing prospects for exports of capital goods, vehicles, spare parts, materials required for Guinea's industrial plants, and certain essential consumer goods which cannot be produced locally. The Guinean authorities have little direct experience of Western industry or Western commercial and financial methods. Provided they do not suspect a foreign firm of trying to secure an undue degree of control of the country's economy, they are very ready to listen to advice on problems of economic development. Contacts made now in this difficult and unusual market may therefore be of considerable value in later years. Business visitors will invariably receive a warm welcome from every Guinean official they meet but, and this cannot be stressed enough, it is essential that they should speak fairly fluent French, and that all trade literature should be in French. Very few Guineans indeed speak English; there are no foreigners in policy-making appointments; and there are no translators to be found. Intending visitors are advised to avail themselves of the current edition of the 'Hints to Business Men Visiting the Republic of Guinea' which can be obtained, free of charge, from the Board of Trade and its Regional Offices.

Growing Markets in
AFRICA, ASIA & LATIN AMERICA
can now be reached by
A NEW DIRECT MAIL SERVICE
PROGRESS IN INDUSTRY

Illustrated information sheets describing British products in English, French and Spanish are sent by direct mail to Government Departments, business houses, factory owners, purchasing organisations, trade and professional associations, chambers of commerce, and scientific and technical institutions in

114 COUNTRIES

such as GUINEA, TUNISIA, BURMA, TRINIDAD, ETHIOPIA, SAUDI ARABIA, BOLIVIA, THAILAND, IRAQ, GHANA, NIGERIA, ICELAND, JORDAN, MALAYSIA, PERU, SUDAN, SYRIA, the TRUCIAL STATES, HONDURAS, Etc.

PROGRESS IN INDUSTRY, 12, SWALLOW STREET, LONDON, W.1.
REGent 5641

Minister's visit

Monsieur Ismael Touré, the Minister of Economic Development, will visit Britain as a guest of H.M. Government from May 27 to June 5. He will be accompanied by two senior officials and is expected to meet Ministers, officials and industrialists and to visit factories.

This article is the fifth of a series on some of the French-speaking countries of West and Equatorial Africa. The countries to be covered in the series are Cameroon (see *Board of Trade Journal* of April 10, 1964), **Congo Republic (Brazzaville), Gabon, Ivory Coast** (see *Board of Trade Journal* of February 14, 1964), **Mali, Mauritania, Senegal** (see *Board of Trade Journal* of March 27, 1964), **Togo** (see *Board of Trade Journal* of February 21, 1964) **and Guinea.**

The total area of these countries is just under half that of the United States, yet their entire population in only slightly over 21 million. Compared with their English-speaking neighbours they are thinly populated: Nigeria has 36 million inhabitants; Ghana has 7 million. The possibilities of trade with them are naturally correspondingly smaller. Yet despite this and other factors which may make French-speaking West and Central Africa less attractive to British industry than some other areas of the world, opportunities occur which enterprising firms will find deserve following up.

Although there are wide differences in geography and resources these countries have several points in common which are well worth noting. They are all developing countries anxious to improve their economic situation and will welcome the participation of firms from industrialized countries in their development. To a greater or less degree many of them offer inducements or safeguards to foreign firms setting up within their frontiers if participation takes this form. They lack the technical resources as well as the financial means for many projects they consider desirable and are very ready to listen to sound technical advice.

French is the official language in each country and very little, or no English, is spoken except in West Cameroon. The effects of the intensive character of French education and of French administrative practices are noticeable. Links between France and most of the countries are very strong, sustained by a complex of monetary, commercial, aid and defence arrangements. All, except Guinea, are members of the Franc Area.

The common currency, except for Mali and Guinea, is the CFA franc. Fifty CFA francs are equal to one French Metropolitan franc. The currency is fully guaranteed by France and there is complete convertibility between the CFA and the Metropolitan franc. Mali and Guinea issue the Mali and Guinea francs respectively, which are nominally at par with the CFA franc.

The members of the Franc Area have hitherto discriminated in favour of imports from France by means of both quotas and tariffs; in exchange France has given assistance in many forms, including preferential treatment to certain of their commodity exports by paying above world prices. All except Guinea have signed the Convention of Association with the EEC, which will mean that exports from the other EEC countries will benefit from the quota and tariff preferences reserved for France.

The Community on its side is to make available a substantial amount of development aid. France on the other hand will cease to pay more than world prices for her African commodity imports, but the EEC will give financial assistance designed to make production more competitive and to help diversification.

In all these countries average income of the population is low and the demand for consumer goods is correspondingly limited. In the field of capital equipment and of construction projects opportunities are rather

TRADE AND FINANCIAL ARRANGEMENTS

Anglo-Hungarian trade

FOLLOWING negotiations in London under the three year Trade Arrangement of January 24, 1963, arrangements for Anglo-Hungarian trade during the twelve months ending January 26, 1965, were signed in Budapest on May, 16, 1964.

During the negotiations the Hungarian authorities gave satisfactory assurances in respect of the conditions under which, as he stated in his announcement in the House of Commons on January 28, the Secretary of State for Industry, Trade and Regional Development had decided to sanction removal of quota restrictions from the import of some manufactured goods from Hungary (and other Eastern Area countries). (See *Board of Trade Journal* of January 31, 1964, page 196). The arrangements are therefore on this new basis, which is intended to allow trade to develop more naturally and flexibly than has been possible hitherto under a rigid system of annual quotas. They are expected to give greater opportunities for trade to increase in both directions.

The list of goods which may be imported from Hungary on World Open General Licence remains unchanged, but the range of goods subject to specific licence and quota has been considerably reduced. These goods are divided into two groups – those for which quotas have been agreed (Annex A) and those for which there are to be no quotas for the time being (Annex B). All other goods may now be imported from Hungary under Open Individual Licence.

The Trade Arrangement has been extended to January 26, 1968.

The lists relating to specific quotas and other restricted goods together with the list for British exports are reproduced below for the benefit and information of traders.

ANNEX A: HUNGARIAN GOODS FOR IMPORT INTO THE UK DURING THE TWELVE MONTHS ENDING JANUARY 26, 1965.

Item No.	Description	Value £'000 c.i.f. unless otherwise stated
1	Cotton piece-goods	250
2	Worsted and woollen piece-goods and made up articles of wool, excluding apparel	50
3	Piece-goods wholly or mainly of man-made fibres (including those woven on woollen or worsted machinery)	180
4	Piece-goods and made up goods of linen (excluding apparel):	
	(a) Linen towels and towelling sq. yds	200,000 (a)
	(b) Other	95
5	Stockings and socks	150
6	Knitwear (other than stockings and socks)	225
7 A	Men's, women's and children's textile garments, not elsewhere specified, excluding garments of lace or lace trimmed (of which not more than £175,000 for shirts)	320
7 B	Men's women's and children's textile garments as specified in 7 A (excluding shirts) not made wholly or mainly of cotton	350
8	Man-made staple fibre and continuous filament	65
9	Petit point handbags, panels and motifs and embroidered manufactures, including folkwork, handicraft products and hand painted canvas, but excluding those lace trimmed or containing lace	35
10	True hemp (cannabis sativa) twines and yarns (of which not more than £50,000 for twines)	80
11	Miscellaneous textile manufactures not included elsewhere including blankets but excluding articles of lace or lace trimmed, carpets and rugs, and nets or netting of uniform square or diamond shaped mesh knotted at each corner (of which not more than £10,000 for hat hoods and not more than £65,000 for cotton manufactures)	190
12	Gloves (of which not more than £185,000 for leather and fabric gloves)	240
13	Fur bodies (other than of lambskin and sheepskin)	20
14	Rubber footwear	55
15	Enamel hollow-ware	25
16	Domestic pottery, including porcelain and china, the following:	80
	Peasant pottery	40
	Porcelain-ware	30
	Household earthenware	10
17	Toys and games	95
18	Sporting ammunition	25
19	Complete alarm clocks (other than electric) and spare parts	60
20	Binoculars and parts, including lenses and other optical elements	5
21	Compound optical microscopes and parts, including lenses and optical elements	5
22	Electronic valves and tubes and semi-conductors (of which not more than £10,000 for semi-conductors)	150
23	Transistorized radio and television receivers	30
24	Domestic sewing machines and parts	40
25	Motor bicycles, motor scooters and mopeds (i.e., all forms of motorized bicycles whether or not equipped with pedals by which they are capable of being propelled) and spare parts therefor (excluding chains)	20
26	Water buses and sports boats	60
27	Matches	80
28	Bacon Tons	2,300 (b) (f)
29	Canned ham	100 (f)
30	Winter salami and sausages and canned or fully cooked meat not elsewhere specified:	300 (f)
	Winter salami and sausages	100
	Fully cooked poultry (including canned)	50
	Other (of which not more than £100,000 for pigmeat)	150
31	Chilled beef, including offals Tons	1,000 (c) (f)
32	Butter Tons	1,720 (b)
33	Cheese and fruit juices and syrups, the following:	45
	Apple, blackcurrant and pear juices and syrups (of which not more than £10,000 for apple juice and syrup)	25
	Cheese	20
34	Fresh fruit, the following: cherries, currants, gooseberries, loganberries, plums, raspberries and strawberries Tons	600 (d)
35	Fresh apples and pears Tons	240 (d)
36	Fresh vegetables the following: asparagus, green beans, beetroot, broccoli and cauliflower, brussels sprouts, carrots, celery, cucumbers (other than gherkins), herbs, lettuce and endives, mushrooms, shallots, green peas, new potatoes, radishes, tomatoes, spinach and turnips Tons	600 (d)
37	Onions (of which not more than 6,000 tons during the period August 1 to November 30) Tons	12,000
38	Dried fruit and vegetables, the following:	345
	Dried fruit, being any of the first specified in item 34 and pears	50
	Dried vegetables, being onions, rhubarb or any of the vegetables specified in item 36, except tomatoes and potato flakes and powder	295
39	Quick frozen fruit, being any of the fruit specified in items 34 and 35 Tons	550 (d)
40	Quick frozen vegetables, being onions, rhubarb or any of the vegetables specified in item 36, except tomatoes Tons	100 (d)
41	Canned or bottled fruit, being any fruit specified in items 34 and 35 (of which not more than £50,000 for apples, pears, raspberries, strawberries, cherries and plums taken together and of that £50,000 not more than £35,000 for plums and not more than £5,000 for apples)	85
42	Canned or bottled vegetables, being onions, rhubarb, or any of the vegetables specified in item 36 except tomatoes	60
43	Pulp derived from fruit grown in Hungary being pulp of any of the fruit specified in items 34 and 35 (of which not more than 50 tons for raspberry, strawberry and apple taken together) Tons	500
44	Vegetables preserved by vinegar or acetic acid (including mixed pickles and chutney) containing beetroot, cauliflower or onions	30
45	Jams and jellies of fruit specified in items 34 and 35 (of which not more than 500 tons for strawberry, raspberry, blackcurrant and plum jams and jellies taken together) Tons	1,300
46	Miscellaneous foodstuffs and other agricultural products not listed elsewhere	80 (e)
47	Chilled meat and offals, other than beef	p.m. (f)
48	Poultry	p.m. (f)
49	Game	p.m. (f)

NOTES:
(a) Quota for the year ending December 31, 1964.
(b) Basic quota for the period April 1, 1964 to March 31, 1965, under the general arrangements for imports of this commodity.
(c) Basic quota for the period April 1, 1964 to March 31, 1965.
(d) Imports are subject to compliance with United Kingdom Public Health and Plant Health Regulations.
(e) The United Kingdom authorities will, within the framework of their import policy, consider individually applications to import against this quota goods not specified elsewhere in this Annex.
(f) Imports are subject to compliance with United Kingdom Public Health and/or Animal Health Regulations.

(*Continued on next page*)

GUINEA: A COUNTRY WITH PLANS, continued

better. It has to be recognized, however, that since most have balance of payments problems, though not of uniform acuteness, external governmental aid and private commercial credit are important factors in doing business with them. These considerations naturally affect the competitive position of British firms. The Board, through this series of articles and the information published in the 'Export Services Bulletin' or passed direct to industry, is endeavouring to bring such opportunities as arise to the notice of interested firms.

Inquiries about these countries will be welcomed. If about general conditions they should be sent to the Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1. Tel. Abbey 7877, Ext. 2333, and if about specific openings to the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757.

ANNEX B: IMPORTS INTO THE UK

Goods which remain subject to specific licence but which have not been included *in Annex A for the twelve months ending January* 26, 1965.

The following goods as defined in the First Schedule to the United Kingdom Open General Import Licence:

Arms and ammunition
Feathers of birds and articles consisting wholly or partly of feathers
Radioactive substances
Cigars
Goods under Chapters 1 to 4, 6, 9 to 12, 15 to 19, 21 and 23 of the United Kingdom Customs Tariff not included in Annex A and not being live horses, horse meat, dead rabbits and rabbit meat, fully cooked prepared lunches and ready made dishes (frozen or in airtight containers), vine leaves, tree and bush seeds, clover seeds, canary seeds, corn on the cob, buckwheat, chocolate confectionery, halva, or goods under headings 04-06, 15-05, 15-11, 15-14 to 15-17, 17-04, 19-03, 19-07 and 19-08, 21-03 and 21-05
Apples, cherries, currants, gooseberries, loganberries, pears, plums, raspberries and strawberries provisionally preserved (other than pulp included in Annex A)
Vegetables provisionally preserved containing cauliflowers or onions.
Vegetables preserved not included in Annex A (not being frozen, dried, canned, bottled or preserved in vinegar or acetic acid) any of the following: asparagus, green beans, beetroot, broccoli and cauliflower, brussels sprouts, carrots, celery, cucumbers (other than gherkins), herbs, lettuce and endives, mushrooms, onions and shallots, green peas, new potatoes, radishes, rhubarb, spinach and turnips
Vegetable juices not being tomato juice
Main crop potatoes
Fruit must of apples, blackcurrants and pears
Fruit and citrus pectin
Dried apples
Goods under headings 08-13, 20-04, 22-01, 22-02, 22-07, 22-08 and 29-43 of the United Kingdom Customs Tariff not included in Annex A
Osiers and willows
Goods under Chapter 27 of the United Kingdom Customs Tariff not included in Annex A, not being goods under heading 27-06
Benzene (including benzole), toluene and xylenes
Tanned hides and skins
Man-made fibres
Textiles, including yarns, and textile articles not included in Annex A, not being carpets, rugs, nets or netting of uniform square or diamond shaped mesh knotted at each corner
Headgear and parts thereof not included in Annex A
Fur bodies not included in Annex A and fur shells
Domestic pottery not included in Annex A
Flat glass less than 3 mm. nominal in thickness
Ground cement
Glass Christmas tree ornaments
Fishing tackle
Watches and watch movements of a value not exceeding £5 each (other than stop watches); watch parts (other than watch glasses and cases); clocks and parts thereof not included in Annex A (other than electric clocks; clock glasses, including those of synthetic material; clock cases, or parts thereof which do not, at the time of importation, encase a clock movement)
Cutlery and parts
Pedal bicycles and parts, components and accessories therefor (excluding chains)
Accessories and components (excluding chains) for motor bicycles, motor scooters and mopeds
Aircraft of an all up weight of over 4,500 lbs
Boats for pleasure and commercial use under 120 feet in length not included in Annex A
Boat equipment
Typewriters and parts

ANNEX C: UK GOODS FOR IMPORT INTO HUNGARY DURING THE TWELVE MONTHS ENDING JANUARY 26, 1965.

This covers general facilities for the import of goods not mentioned in Part II of this list and refers especially to the following types:

Pharmaceuticals, antibiotics and fine chemicals including vanillin
Resin raw materials (including phenol, phthalic anhydride, maleic anhydride and styrene monomer), synthetic resins (including styrene butadiene) moulding powders and other plastic materials
Dyestuffs and auxiliary materials for the production of dyes; intermediates for the production of dyes; pigments; liquid gold
Various other chemicals, including photographic chemicals (including those packed for retail sale), photographic sensitized materials, tin oxide, synthetic rubber, benzoates, fatty alcohols, synthetic and natural waxes, pesticides, anti-knock compounds, oil additives, salicylic acid, nickel compounds, glue and gelatine, rubber compounding chemicals for natural and synthetic rubber, light magnesium carbonate and light magnesium oxide, textile auxiliaries, chlorinated diphenyls, varnishes, special surface coatings, printing inks, ceramic colours and ceramic transfers
Rubber manufactures including tyres and tubes, covered and uncovered rubber thread
Leather, leather cloth and table oil baize
Man-made fibres and yarns thereof
Veneers
Various papers, including plastic coated papers, and transparent cellulose film
Self adhesive tapes for industrial use
Platinum and platinum group metals and silver brazing alloys
Spectrographically standardized substances
Mineral manufactures, including glass bulbs for electric valves, cathode ray tubes, electric lamps, china and ball clays, asbestos products, thermal insulation materials, abrasive grains, cloths and papers, grinding wheels, refractories, crucibles, carbon products, graphite powder and graphite electrodes
Miscellaneous metal manufactures not elsewhere specified, including chains of all kinds, builder's hardware, cutting tools, handtools, bolts, nuts, rivets and screws, wedge wire and tubular steel furniture
Lacquer recording blanks
Telephone, telegraph equipment and communication apparatus.
Electrical wires and cables
Electric light fittings
Radio and television equipment of all kinds not elsewhere specified
Commercial vehicles of all kinds, components and parts
Railway rolling stock and engineering equipment
Civil aircraft, aero engines and aircraft equipment
Engines for vehicles and marine and other internal combustion engines
Agricultural machinery and tractors
Machine tools
Punched card and electronic data processing machinery
Complete factories and plant
Other machinery and equipment and spare parts, including brushmaking machinery, office machinery, food and packaging machinery, paper making and converting machinery, printing and bookbinding machinery, glass making and glass working machinery, leather working machinery, ships' equipment, textile machinery, construction equipment, cranes and other mechanical handling equipment, gas and chemical machinery, industrial boilers and boiler house plant, tobacco machinery, weighing and testing machinery, cable making machinery, commercial and industrial refrigerators and refrigerating equipment, kerbside petrol pumps, furnace plant and electrical machinery not elsewhere specified
Medical, surgical, ophthalmic and dental equipment and supplies
Scientific, industrial and measuring instruments, including engineers' gauges
Photographic and cinematographic equipment
Other electronic equipment not elsewhere specified
Portable power tools
Films, exposed
Iron and steel and non-ferrous metals, and semi-manufactures thereof

PART II:

The following specific quotas are established:

Item No.	Description	Value £'000 f.o.b.
1	Thoroughbred horses and livestock (including pedigree pigs)	25
2	Miscellaneous food and agricultural products, including fish, cocoa powder, coffee extracts and essences, chocolate and sugar confectionery, cocoa butter, milk and other dairy products (including nisin), biscuits, quick frozen fruits and vegetables, whisky, cod liver oil, essential oils, sauces, flavouring essences, food colours and aromatic materials, and pectin	70
3	Chemical products, the following:	40
	Medicines for retail sale	20
	Paints (for internal and external decoration, etc.), varnishes and artists' colours	20
4	Yarns excluding man-made fibre yarns, but including non-tarnish metallic yarns of all kinds	25
5	Wool cloth	120
6	Cotton and man-made fibre piece-goods, including tyre fabrics, tapes and light webbings	50
7	Linen goods and lace manufactures	10
8	Metal consumer goods not elsewhere specified, including domestic hollow-ware, cutlery, pressure cookers, razors and razor blades, non-industrial liquid fuelled heating and cooking apparatus and sewing machines and parts	25
9	Miscellaneous equipment, the following:	55
	Radio and television sets, radiograms, sound producing equipment and radio components	50
	Magnetic recording tape or film	5
10	Motor cars, motor cycles and cycles, components and parts	60
11	Clothing and footwear, including furs and imitation furs	70
	Woven clothing and knitwear	50
	Furs (including imitation furs)	15
	Footwear of all types	5
12	Books, periodicals and music	80
13	Miscellaneous consumer goods not elsewhere specified, including clocks and watches, and components (£10,000), sports goods, toys, games, musical instruments, jewellery (including costume jewellery), perfumery, cosmetics, toilet preparations, gramophone records, linoleum and carpets, mechanical lighters, cigarettes and other tobacco manufactures, pens of all kinds, polishes, creams, dressing for footwear, furniture and floors, domestic electrical appliances and refrigerators and parts.	130

Anglo-Bulgarian trade

FOLLOWING negotiations between representatives of the two countries under the terms of the three year trade arrangement of April 4, 1963, an Agreed Minute with annexed quota lists relating to trade between Britain and Bulgaria during the year ending March 31, 1965, was signed in Sofia on May 14. Trade in each direction between the two countries during the period covered by the Agreed Minute is expected to increase. Details will be published in next week's *Board of Trade Journal*.

North Norway and Soviet Union

A TWO-YEAR TRADE AGREEMENT between North Norway and the Soviet Union was signed in Oslo on January 28, 1964.

On the Soviet side, the exchange of goods is to be organized by a State co-operative organization and the Norwegian trading organization responsible for the supply of Norwegian goods will be A/S Norhandel of Kirkeness.

Exports from North Norway to the Soviet Union will include fish, herring meal, various tinned and frozen fish and meat products, fishing vessels and fishing equipment, various products from the engineering industry, ready-made clothing and building materials. Soviet exports will include petrol, calcinated soda, cement, dried fruits, wines and spirits, sewing machines, watches and clocks, cameras and musical instruments.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 458, 459 and 461).

West Germany and Ethiopia

IT IS announced by the Federal German Ministry of Economic Affairs that agreements have been concluded between the Federal Republic of Germany and Ethiopia covering trade, capital and technical aid, investment promotion, shipping and aviation. The agreements were signed in Addis Ababa during week ended April 25.

Provision is made for a loan of DM28 million to the Ethiopian Development Bank, part of which is to be made available for the water supply system of Addis Ababa and for road building equipment.

On technical aid the Federal Government agree to provide the greater part of the building costs of the engineering faculty of Haile Selassie University and to supply the necessary technical equipment.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel.: Abbey 7877, Ext. 2358).

Tunisia and USSR

THE TUNISIAN *Journal Officiel* of March 6, 1964, published details of the trade agreement between Tunisia and USSR as it applies for 1964. The agreed quotas governing the amount and type of trade between the two countries during the year show only slight changes over those for previous years.

Inquiries regarding this agreement should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Tunisia and Sweden

THE TUNISIAN *Journal Officiel* of April 14, 1964, announced the renewal of the trade agreement between Tunisia and Sweden.

The agreement is renewed for a further year from April 1, 1964. Quotas under the agreement remain unchanged.

Inquiries regarding the announcement should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Tunisia and Spain

THE TUNISIAN *Journal Officiel* of April 14, 1964, announced the renewal of the trade agreement between Tunisia and Spain.

The agreement is renewed for a further period of one year from April 1, 1964. Quotas under the agreement remain unchanged.

Cameroon accedes to the Industrial Property Convention

THE FEDERAL REPUBLIC of Cameroon has acceded to the International Convention for the Protection of Industrial Property (as revised in Lisbon in 1958) and an Order in Council has been made declaring the Republic to be a Convention country for all the purposes of the Acts relating to patents, designs and trade marks. The Order (S.I. 1964 No. 692) came into operation on May 12, 1964.

Copies of the Order may be obtained from the Sale Branch of the Patent Office, 25 Southampton Buildings, Chancery Lane, London, W.C.2, and from H.M. Stationery Office. Price 3d., by post 5½d.

Visits to Honduras

THE HONDURAN Ministry of Foreign Affairs have recently published a reminder in the local press setting out the conditions under which tourists visiting the Republic may obtain an extension of the length of their stay over and above the three months to which they are normally entitled as tourists. The conditions are as follows:

(a) The persons concerned must have complied with the obligation to report to the Immigration Office of the Security Police within 48 hours immediately following their arrival in the country.

(b) When nearing the expiry of the three months to which they have a right as tourists, they must present, either personally or through a duly appointed representative, an application for an extension of their stay in the country, which must not be for more than 90 days, addressed to the Ministry of Foreign Affairs (Passport Section), accompanied by a good conduct certificate issued by the Identification Department of the Directorate General of Public Security.

British commercial representatives overseas

THE FOLLOWING amendments should be made to the list of British Commercial Representatives Overseas, published in the *Board of Trade Journal* of April 24 (pages i-iv) :

FRANCE

Delete the existing entry and insert in its place:

FRANCE – Mr. F. C. Everson, C.M.G., H.M. Minister (Economic), British Embassy, 35 Rue du Fauborg St. Honore, PARIS, 8e. (Tel. Anjou 2710-2714; 0620-0624.) Commercial inquiries for the Paris Consular District should be addressed to Mr. A. H. Birch, O.B.E., Counsellor (Commercial), Commercial Department, British Embassy, Paris.

Commercial inquiries for other Consular Districts should be addressed as follows:

BORDEAUX (C.) – 15 Cours de Verdun. (Tel. 52-28-35, 52-28-36.)
CALAIS (V.C.) – 9-11 Rue Felix Cadras. (Tel. 34.45.48.)
LE HAVRE (C.) – 9 Quai George V. (Tel. 42.27.47.)
LILLE (C.) – 28 Rue Esquermoise, Boite Postale No. 16 (Bourse). (Tel. 57.01.77.)
LYONS (C.G.) – 15 Quai General Sarrail, Lyons (Rhone). (Tel. 24.31.53/24.57.38.)
MARSEILLES (C.G.) – 1 Rue d'Arcole. (Tel. Dragon 37.41.85/37.41.86/37.05.15.)
STRASBOURG (C.G.) – 5 Avenue de la Paix, B.P. 42. (Tel. 35.00.57) (35.27.40.)

KENYA

NAIROBI: the *street* in which the office of the Principal British Trade Commissioner is situated (Eliot Street) has been re-named WARBERA Street.

The P.O. Box number, telegraphic address and telephone number remains unchanged.

PARAGUAY

ASUNCION: amend the name of the First Secretary (Commercial) and Consul to read Mr. S. Stephenson.

Scots designers continental trip

THE MOST ambitious Continental tour yet undertaken by members of the Scottish Woollen Designers' Group began on May 16 when a party of six designers from mills in Aberdeen, Elgin, Galashiels, Selkirk and Walkerburn left Turnhouse Airport on the first leg of their trip.

Led by Mr. James Chisholm, head of the Fine Arts section of the Department of Extra-mural studies at Edinburgh University, the party spent 14 days touring artistic centres, department stores, textile mills and couture houses in Milan, Barcelona, Madrid and Paris.

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

CALLS FOR TENDER

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, (Tel. City 5757, Extension 404 and 406). Please quote reference numbers in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

Tender documents are available on loan in those cases marked with an asterisk.*

AUSTRALIA

Reflux Valves for Metropolitan Water, Sewerage and Drainage Board. June 2. E.S.B. 14308/64.
Generating Sets for State Electricity Commission of Queensland. June 17. E.S.B. 14605/64.*
Electricity Commission of New South Wales:
Circuit Breakers and Transformers. June 8. E.S.B. 13831/64.*
Shunt Reactors. June 8. E.S.B. 13774/64.*

CEYLON

Coal Tar Creosote for Ministry of Land, Irrigation and Power. June 2. E.S.B. 14349/64.
Pharmaceuticals for Ministry of Health and Housing. August 4. E.S.B. 14307/64.*
Ministry of Finance:
M.S. Plates. July 21. E.S.B. 14306/64.
Mosquito Netting. June 2. E.S.B. 14351/64.
Ministry of Public Works:
Outboard Motors. June 10. E.S.B. 14305/64.
Tipping Trailers. June 3. E.S.B. 14350/64.

COLOMBIA

Storage Tanks for Industria Licorera de Caldas. June 24. E.S.B. 14643/64.
Power Interconnection Scheme for Centrales Electricas del Norte de Santander S.A. June 10. Tender documents (in Spanish) available. E.S.B. 14690/64.*

EGYPT

Egyptian Railways:
Axles. June 20. E.S.B. 14607/64.
Weighbridges. June 8. E.S.B. 14608/64.
Bronze and Electrodes. June 8. E.S.B. 14606/64.

EL SALVADOR

Gum Arabic for Proveeduria General de la Republica. June 12. Tender documents (in Spanish) available. E.S.B. 14902/64.*

FORMOSA

Central Trust of China:
Steel Plate. (Further Information.) This tender has now been re-issued. Closing date now June 2. E.S.B. 7542/64.*
Transmission Line Equipment. June 11. E.S.B. 14610/64.*
Testing Equipment. June 10. E.S.B. 14611/64.*
Voltage Regulators. June 16. E.S.B. 14612/64.*
Voltmeter. June 8. E.S.B. 14613/64.*
Filter Presses. June 13. E.S.B. 14614/64.*
Steel Steam Traps. June 9. E.S.B. 14609/64.*
Measuring Equipment. June 10. E.S.B. 14658/64.*
Rotary Gear Pump. June 5. E.S.B. 14659/64.*
Transformer. June 8. E.S.B. 14660/64.*
Heat Exchanger. June 5. E.S.B. 14661/64.*
Lightning Arresters. June 9. E.S.B. 14662/64.*
Diesel Engine. June 2. E.S.B. 14664/64.*
Snatch Blocks. June 11. E.S.B. 14665/64.*
Overhead Line Equipment. June 10. E.S.B. 14640/64.*
Signal Generator. June 8. E.S.B. 14641/64.*
Transformer and Resistor. June 8. E.S.B. 14657/64.*

FRANCE

Vehicles for Headquarters, Allied Forces, Central Europe. June 10. E.S.B. 14655/64.*

GREECE

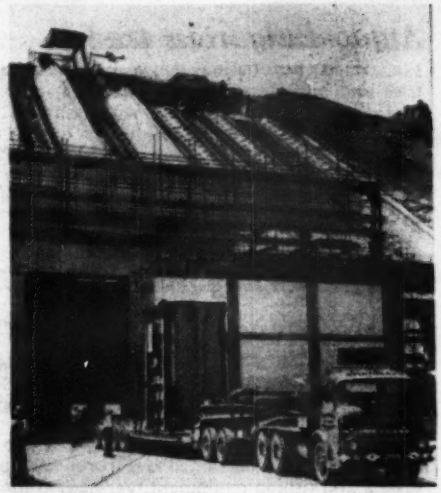
Punch Machine Cards for Agricultural Bank of Greece. June 20. E.S.B. 14648/64.*
Office Machinery for Ministry of Trade. June 5. E.S.B. 14647/64.*

HONG KONG

Paint for Tender Board, Central Government Offices. June 26. E.S.B. 14391/64.*

INDIA

Machine Tools for Heavy Electricals Ltd. July 15. E.S.B. 14396/64.
Screening Apparatus for National Coal Development Corporation Ltd., Ranchi. June 5. E.S.B. 14358/64.
Switchgear for Damodar Valley Corporation. June 29. E.S.B. 14393/64.*
Diesel Locomotives for Bokuro Steel Project, Calcutta. June 15. E.S.B. 14603/64.
Plant and Equipment for Producing Dead Burnt Magnesite for U.P. State Industrial Corporation. Closing date extended to June 26. E.S.B. 38116/63.
Pumping Sets for Madras State Electricity Board. June 5. E.S.B. 14656/64.*
Transmission Towers and Lines for U.P. State Electricity Board. July 10. E.S.B. 14670/64.
Engine Cleaner for Madras Port Trust. June 30. E.S.B. 14637/64.
Steel Plates, Flats, Angles, etc. for Purchase and Transport Department. June 16. E.S.B. 14395/64.*
Atomic Energy Establishment:
Centrifugal Pumps. June 3. E.S.B. 14916/64.*
Aluminium Tubes. June 8. E.S.B. 14917/64.
Radial Drill. June 2. E.S.B. 14915/64.*
Rajasthan State Electricity Board:
Insulators. June 10. E.S.B. 14379/64.



Built specially to carry heavy contracting equipment and generators for New Zealand's giant Benmore hydro-electric project, this 200 h.p. Leyland Hippo and trailer unit has a total of 50 wheels. Operated by Roadways (New Zealand) Ltd., of Oamaru, North Otago, the 75ft.-long transporter was built by the Domett Trailer Company of Fielding.

Switchgear. June 24. E.S.B. 14672/64.
Lightning Arresters. June 16. E.S.B. 14671/64.
Transformers. June 9. E.S.B. 14673/64.*
Procurement Circle, Talwara Township:
Die Sets. July 27. E.S.B. 14384/64.
Hydraulic Jacks. August 12. E.S.B. 14385/64.*
Steel Rods. June 24. E.S.B. 14382/64.*
Oxygen Plant. July 23. E.S.B. 14669/64.
Towing Winch. July 23. E.S.B. 14356/64.
Drill Rods. July 15. E.S.B. 14668/64.*
Grinders. August 5. E.S.B. 14667/64.*
Axial Flow Fans. June 10. E.S.B. 14355/64.
Directorate of Supplies and Disposals:
Zinc Slabs and Ingots. June 4. E.S.B. 14378/64.
Tin Ingots. June 25. E.S.B. 14666/64.*

IRAN

Rope for Iranian National Fisheries Co. Closing date not known. E.S.B. 14687/64.
Railway Fishplates for Iranian State Railways. August 8. E.S.B. 14363/64.*
Paper for Iran Tobacco Monopoly. July 16. E.S.B. 14564/64.*
Ammonium Nitrate for Edareh Taslihate Artesh. July 9. E.S.B. 14638/64.*

IRAQ

Hospital Construction for Ministry of Works and Housing. July 4. E.S.B. 14617/64.
Construction of Paper Mill for Ministry of Planning. September 26. E.S.B. 34183/63.
Ministry of Health:
Ambulances. June 21. E.S.B. 14616/64.
Ampoules and Bottles. July 4. E.S.B. 14620/64.

(*Continued on page* 1139)

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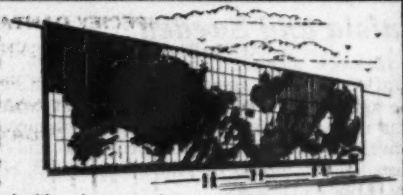

The world's largest mural, 200 ft. x 50 ft., painted by Stefan Knapp on glass fused to steel, weighing 52 tons and consisting of 280 panels each 8 ft. x 4 ft., had to be packed in England and delivered to a department store in Paramus, New Jersey, U.S.A. It was housed in specially reinforced and padded cases, shipped by ss *Maronia* and delivered to the store by road. It took a crew of six men about one month to hang the mural on the exterior wall of the store, as compared with only seven days to pack and transport it. An individual operation certainly, but the same meticulous care is given to all the recurrent exports which are handled by the Export Packing Division of Lloyd's Packing Warehouses Group of Companies.

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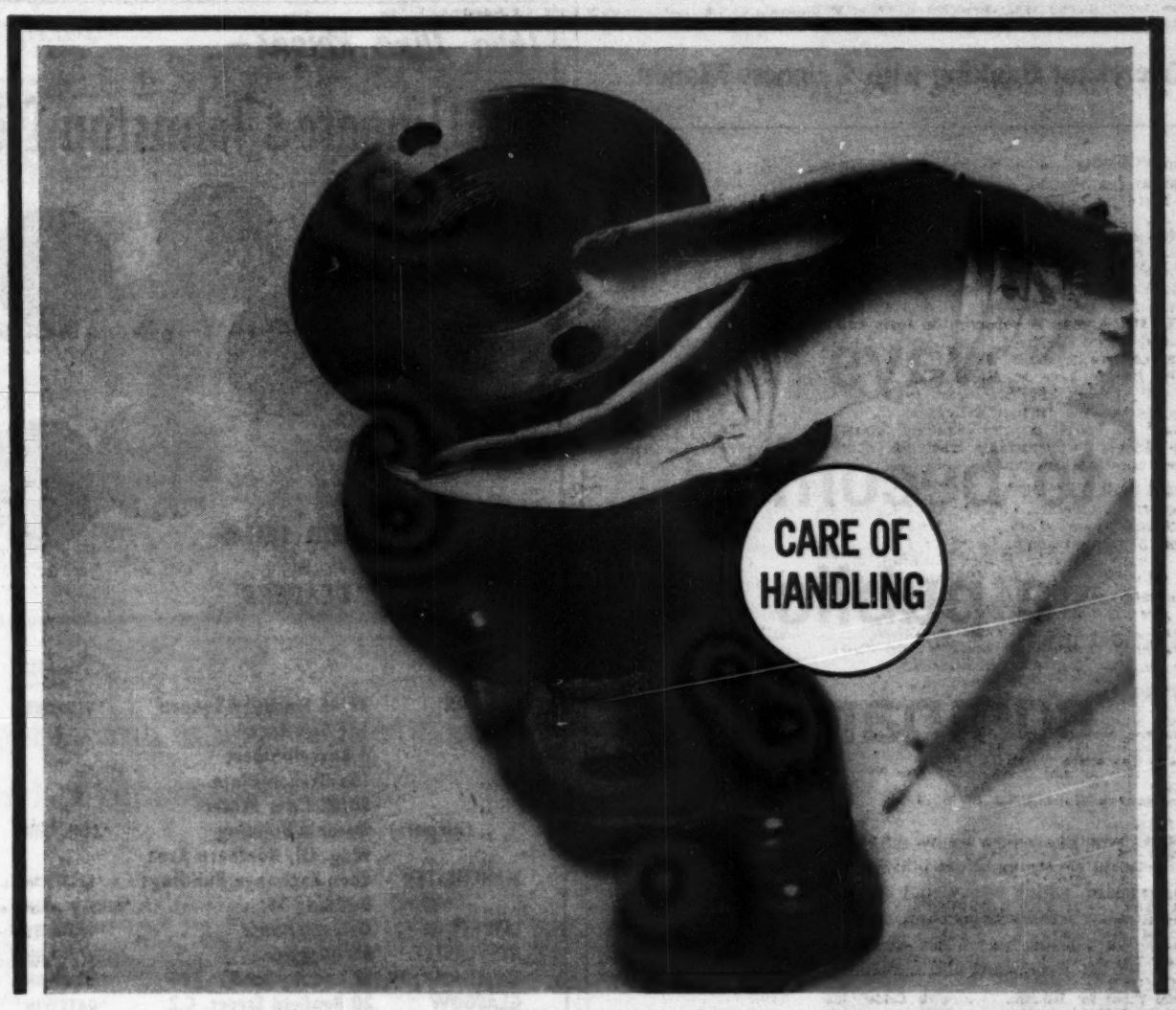

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IRISH REPUBLIC

Concrete Jetties Construction for River Moy Commissioners. June 6. E.S.B. 14362/64.

ITALY

Electric Cranes for Port Authorities of Bari. (Advance Information.) E.S.B. 14674/64.

KENYA

Milling Machines for East African Railways and Harbours. Closing date not known. E.S.B. 14392/64.

KUWAIT

Steel Pipeline Construction for Ministry of Electricity and Water. June 17. E.S.B. 14629/64.*

Construction of Buildings for Kuwait Investment Company. June 5. Private tender. E.S.B. 14345/64.

LEBANON

Water Pipes for Office du Litani. Closing date not known. E.S.B. 14686/64.

MOZAMBIQUE

Equipment for Water and Electricity for Municipality Water and Electricity Services. June 5. E.S.B. 14336/64.

Public Works Department:

Submersible Passage Construction. June 4. E.S.B. 14328/64.

Air-conditioning Installations. June 3. E.S.B. 14329/64.

NEW ZEALAND

Metal Tags for General Post Office. June 17. E.S.B. 14698/64.*

PAKISTAN

Ceiling Panels for Capital Development Authority. June 9. E.S.B. 14675/64.

Directorate of Supply, Dacca:

Electrical Equipment. June 2. E.S.B. 14627/64.*

Textile Machinery. June 3. E.S.B. 14628/64.*

PHILIPPINES REPUBLIC

Sub-station Equipment for National Power Corporation. June 2. E.S.B. 14678/64.*

SOUTH AFRICA

Tube Mill for Stewart and Lloyds of South Africa Ltd. June 30. Private tender. E.S.B. 13855/64.*

Wave and Height Monitor for South African Railways, Johannesburg. Closing date not known. E.S.B. 14812/64.*

Cape Provincial Administration:

Hand Tools: Padlocks. June 19. E.S.B. 14375/64.*

Kitchenware. June 9. E.S.B. 14373/64.*

Haberdashery; Scissors. June 9. E.S.B. 14374/64.*

Hand Tools. June 12. E.S.B. 14372/64.*

Aluminium Alloy Sections. June 9. E.S.B. 14376/64.*

SPAIN

Chemical Powder and Extinguishers for Spanish Air Ministry. (Advance Information.) Closing date not yet known. E.S.B. 14632/64.

Ministerio de Obras Publicas:

Constructional Projects. June 8. E.S.B. 14634/64.

River Channel and Water Supply Projects. June 8. E.S.B. 14633/64.

Mechanical Shovels. Closing date not known. E.S.B. 14901/64.

SUDAN

Battery Charging Set for Sudan Railways. (Further Information.) This tender has now been re-issued; closing date now June 9. E.S.B. 656/64.*

THAILAND

State Railways of Thailand:

Bearing Plates. (Further Information.) Tender documents now available. E.S.B. 12434/64.*

Telephone Switchboard. June 15. E.S.B. 14692/64.*

Loudspeakers. June 4. E.S.B. 14693/64.

Telecommunication Systems. June 15. E.S.B. 14370/64.*

TURKEY

Turkish Maritime Bank:

Fire Pump. June 4. E.S.B. 14676/64.*

Engine Telegraph Equipment. June 3. E.S.B. 14677/64.*

Agency and export opportunities, market reports, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 427). Please quote reference numbers in all inquiries

Australia

Agency inquiry for handbag fittings. (E.S.B. 14755/64.)

Inquiry for motor accessories; hardware; sporting goods. (E.S.B. 14232/64.)

Inquiry for deodorizers; scientific and industrial instruments. (E.S.B. 9624/64.)

Austria

Inquiry for road sweeping machines. (E.S.B. 14485/64.)

Market report on wool fabrics for clothing. (E.S.B. 5578/64.)

Belgium

Agency inquiry for enamels. (E.S.B. 14541/64.)

Brazil

Inquiry for shipbuilding equipment; steel; tubes; instruments. (E.S.B. 13554/64.)

Canada

Agency inquiry for automotive parts; agricultural components; metalworking equipment. (E.S.B. 8352/64.)

Agency inquiry for confectionery; food products; supermarket supplies. (E.S.B. 14271/64.)

Agency inquiry for office supplies. (E.S.B. 14863/64.)

Agency inquiry for wool fabrics. (E.S.B. 14257/64.)

Agency inquiry for telecommunications equipment; electrical power and transmission equipment. (E.S.B. 14432/64.)

Inquiry for control panels; diesel generators; marine engines, switches. (E.S.B. 14070/64.)

Inquiry for electrical insulation materials; cable; switches. (E.S.B. 14138/64.)

Cayman Islands

Inquiry for bread slicing and wrapping machine. (E.S.B. 14592/64.)

China

The method of trading. (C.R.B. 1968/63.)

Denmark

Agency inquiry for fabrics. (E.S.B. 14583/64.)

Agency inquiry for painters' accessories; tools – further information (E.S.B. 13149/64.)

Finland:

Agency inquiry for steel sheeting and tubing. (E.S.B. 14245/64.)

France:

Agency inquiry for furniture. (E.S.B. 14516/64.)

Agency inquiry for dental equipment and products. (E.S.B. 14586/64.)

Agency inquiry for light alloys; heating equipment. (E.S.B. 14576/64.)

Agency inquiry for tools; building industry equipment. (E.S.B. 145181/64.)

Agency inquiry for tools; building industry equipment. (E.S.B. 14581/64.)

Germany, Federal Republic of

Agency inquiry for furniture. (E.S.B. 14806/64.)

Agency inquiry for water treatment devices. (E.S.B. 14188/64.)

Agency inquiry for abrasives; automobile equipment and components; tools. (E.S.B. 3582/64.)

Agency inquiry for brake magnets; cables; measuring instruments; electrical equipment. (E.S.B. 13094/64.)

Inquiry for spectacle frames. (E.S.B. 14029/64.)

Inquiry for meat. (E.S.B. 14756/64.)

Ghana

Inquiry for ferrous metals – further information. (E.S.B. 11740/64.)

Hong Kong

Agency inquiry for confectionery. (E.S.B. 14441/64.)

Israel

Inquiry for food additives. (E.S.B. 14273/64.)

Inquiry for synthetic yarns; textiles. (E.S.B. 10432/63.)

Inquiry for batteries; floor screening machines. (E.S.B. 14155/64.)

Manufacture under licence – chemicals; industrial adhesives and coatings. (E.S.B. 14139/64.)

Manufacture under licence – electrical domestic appliances. (E.S.B. 9705/64.)

Italy

Agency inquiry for fibres; textiles. (E.S.B. 14228/64.)

Agency inquiry for steel plate and profiles. (E.S.B. 14542/64.)

Agency inquiry for electronic equipment; toys. (E.S.B. 14870/64.)

Agency inquiry for confectionery; foodstuffs; liqueurs; whisky. (E.S.B. 14523/64.)

Jamaica

Inquiry for electric furnace. (E.S.B. 14783/64.)

Inquiry for wallboard plant. (E.S.B. 14199/64.)

Inquiry for steam traps and strainers. (E.S.B. 14593/64.)

Inquiry for automotive components; electric light fittings; engineers' tools. (E.S.B. 14515/64.)

Inquiry for consumer goods; hardware; builders' supplies. (E.S.B. 14525/64.)

Japan

Agency inquiry for novelty goods; piece-goods. (E.S.B. 14184/64.)

Inquiry for foodstuffs; confectionery. (E.S.B. 14156/64.)

Malaysia

Agency inquiry for pumps. (E.S.B. 14285/64.)

Agency inquiry for clothing; textiles. (E.S.B. 14437/64.)

Agency inquiry for electrodes; welding machinery. (E.S.B. 14058/64.)

Mozambique

Inquiry in respect of cardboard container factory. (E.S.B. 14536/64.)

Netherlands

Inquiry for sanitary ware; tiles; G.I. roofing; glass. (E.S.B. 14526/64.)

New Zealand

Market report on infants' and babies' wear. (E.S.B. 38246/63.)

Peru

Market report on construction equipment. (E.S.B. 11186/64.)

Saudi Arabia

Agency inquiry for baby foods. (E.S.B. 14508/64.)

South Africa

Manufacture under licence – lead products. (E.S.B. 14261/64.)

Switzerland

Agency inquiry for electrical office equipment. (E.S.B. 14590/64.)

Agency inquiry for cranes. (E.S.B. 4533/64.)

Agency inquiry for bathing accessories; piece-goods; suede leather clothing. (E.S.B. 10753/64.)

Inquiry for brake test rig. (E.S.B. 14183/64.)

United States of America

Agency inquiry for electrical cable. (E.S.B. 8111/64.)

Inquiry for petrol engines. (E.S.B. 13665/64.)

Inquiry for aluminium billets. (E.S.B. 14276/64.)

Inquiry for drive caps and couplings. (E.S.B. 14708/64.)

Visits of buyers. (E.S.B. 1887/64.)

The new head office premises of the Land & Agricultural Bank of Northern Rhodesia at Lusaka, which were built by the subsidiary company in Lusaka of Mitchell Construction Co. Ltd. at a cost of £94,000, were recently opened by Mr. Reuben Kamanga, Minister of Transport and Communications for the Government of Northern Rhodesia.

Barclays in Europe

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The Manager of your nearest branch will be glad to discuss your European problems with you. Alternatively, please get in touch with any of our specialised Foreign branches:

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1 Pall Mall East, SW1
Birmingham: 61 Colmore Row
Bradford: 25 Kirkgate
Cardiff: St. David's House,
10 Wood Street
Liverpool: 38 Old Hall Street
Manchester: 94 Portland Street
Nottingham: 15 Victoria Street
Southampton: Grosvenor House,
18/20 Cumberland Place

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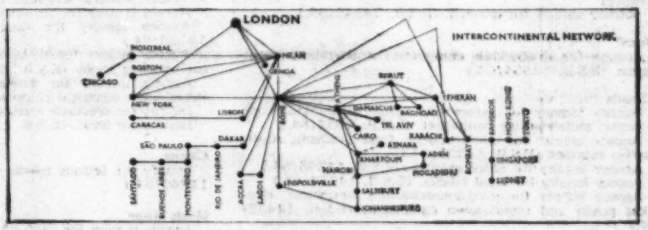

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Export Tours

The United Kingdom businessmen listed below are among those who will be calling, or who have recently called, at H.M. Government's overseas posts during their current visits to export markets. Overseas Officers are able to give varied assistance to United Kingdom businessmen going abroad by providing itineraries, introductions to overseas buyers, suitable agents and so on. Firms who wish to use these official services should make contact in advance with the regional offices of the Board of Trade or with Export Services Branch, Hillgate House, London, E.C.4. At the same time they are invited to send advanced details of their overseas tours to the Editor for publication in the Board of Trade Journal.

Shortbread selling tour

Mr. Alastair Walker, chairman, and Mr. R. W. Reid, sales manager, of Paterson's Scottish Shortbread Ltd., Edinburgh, are travelling to North America for a sales trip. Mr. Reid left London on May 9 for Washington and joined Mr. Walker in New York on May 12. They will visit Boston, Chicago and Minneapolis together and will return to New York from where Mr. Walker will return to the U.K. Mr. Reid will go on to Canada, visiting Toronto, Montreal and Ottawa. Paterson's Scottish Shortbread Ltd., who claim to be the largest sellers of shortbread in Scotland, are now firmly established in England and Mr. Walker and Mr. Reid hope to extend the popularity of their shortbread and biscuits in North America.

Round-the-world business trip

Mr. H. M. Reed, export manager (tyres) of Avon Rubber Co. Ltd., Melksham, Wilts, left the United Kingdon on May 10 on the first stage of a round-the-world business trip. Mr. Reed will be calling at Istanbul, Beirut, Tehran, Colombo, Singapore, Kuala Lumpur, Bangkok, Hong Kong, Tokyo, Sydney, San Francisco and New York.

British leisure wear for Middle East

Mr. F. C. Cushion, export sales manager of Wescot Ltd., Egham, Surrey, is travelling to Baghdad on May 25 to commence an extensive tour of the Middle East. Mr. Cushion will be contacting possible buyers for his firm's range of leisure wear—jeans, slacks, etc. Wescot have increased their exports considerably as a result of visits to various countries and this year, Mr. Cushion will be spending about nine months on overseas sales visits.

Export manager's world tour

Mr. John Houston, regional export manager of Michigan (Great Britain) Ltd., Camberley, Surrey, left the U.K. for a world tour on May 20. He is travelling to Denmark, Moscow, India, Pakistan, Singapore, Australia, New Zealand, the United States, Colombia, Peru, Chile, Argentina, Uruguay, Brazil, Trinidad, the Netherlands Antilles, Nassau and Bermuda. Michigan (Great Britain) Ltd., are manufacturers of earth moving equipment and construction machinery, etc., and Mr. Houston will be calling on his company's agents.

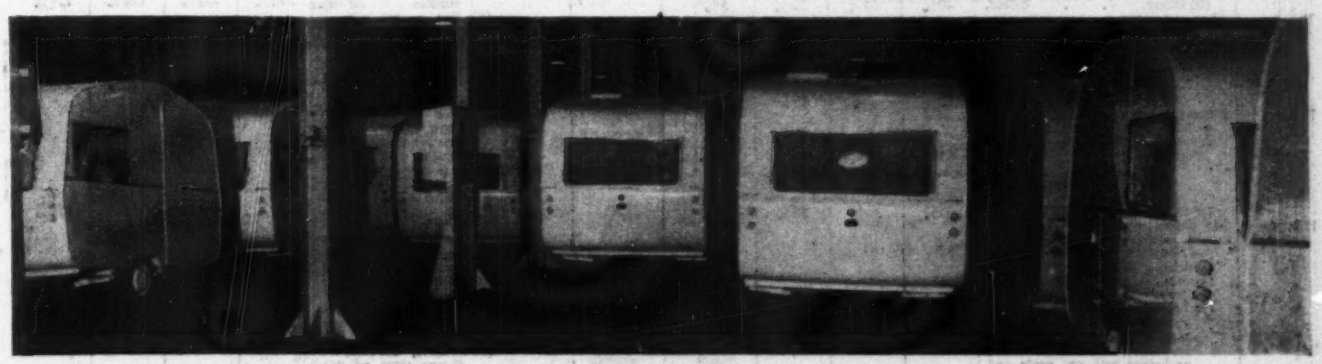
Mr. Raf Sanua, an export sales manager of The Valor Co. Ltd., recently left London with the Valor Demonstration Van on a three-month tour of 14 major German cities. He is seen here on departure taking leave of Mr. Michael J. Montague, managing director, Mr. A. A. A Launder, sales director, and Mr. J. White, export co-ordinator of Valor.

African sales promotion tour

Mr. D. N. E. Mundy, export manager of Vidor Ltd., Erith, Kent, arrived in Salisbury, Southern Rhodesia, on May 12 and will visit Lourenço Marques, Johannesburg, Blantyre, Nairobi and Jeddah, returning to the U.K. at the end of May. Mr. Mundy will visit his company's agents in these areas and will promote the sales of Vidor dry batteries.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for firms outside London is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. A list of addresses is given on page vi of April 24 issue.



In exporting 84 caravans in a single shipment, Sprite Ltd., Newmarket, Suffolk, believe they have established an unofficial record for the industry. Their previous 'best' – a consignment of 57 caravans – was achieved two years ago. The record shipment was made from Harwich recently by British Railways 'Essex Ferry', chartered by the firm. The caravans, bound for customers in Holland and West Germany, will represent a total value in the region of £20,000.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

SOUTHERN RHODESIA

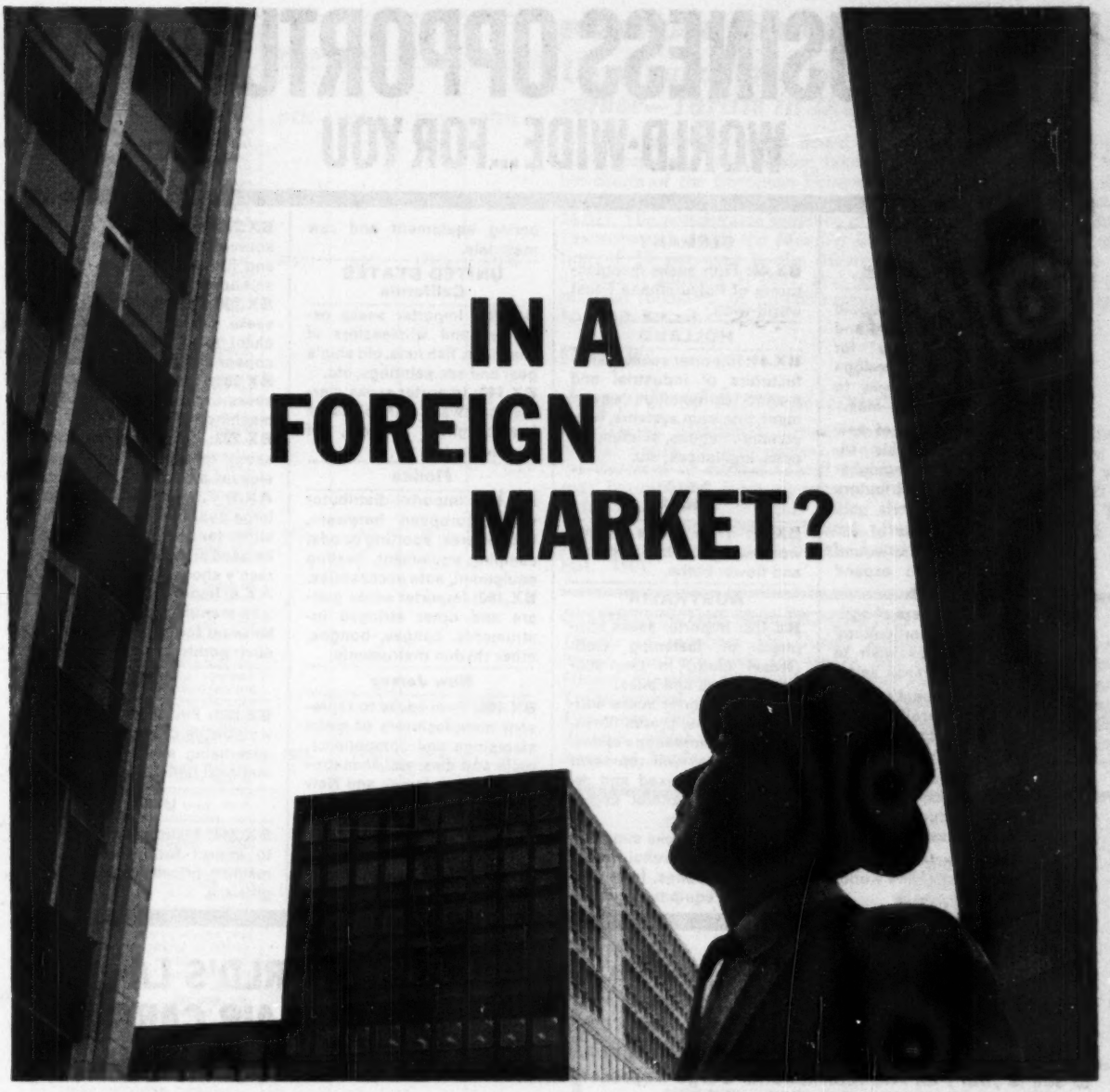
Customs tariff changes

THE CUSTOMS and Excise Tariff (Amendment) Notice of Motion, 1964 (No. 2), published as Southern Rhodesia Government Notice No. 328 of May 1, gives details of changes in the customs tariff. The items affected and the new rates of duty are as follows:

PART II. (Britain pays the column D rate of Duty)

Tariff Item	Item	Duty A	Duty B	Duty C	Duty D
72 (3)	Plastic sheeting and strip, pliable: in the piece or in the length; and pliable foam plastic in block form:				
	(a) Pliable foam plastic in the piece, in the length or in block form *ad val.*	40%	30%	30%	15%
	or per lb. less *ad val.*	£0 4s. 6d. —	£0 2s. 6d. —	£0 2s. 6d. —	£0 2s. 6d. 15%
	(b) Other . . . *ad val.*	whichever duty sh 40%	all be the 20%	greater 20%	5%
74	Nets and netting:				
	(b) Fishing, not being sports goods:				
	(i) Containing more than 5% by weight of man-made fibres . *ad val.*	25%	20%	15%	15%
	(ii) Other . . *ad val.*	10%	5%	Free	Free
77 (2)	Pillows, cushions and similar articles; and mattresses:				
	(a) Foam rubber or foam plastic: pliable . . *ad val.*	40%	30%	30%	20%
	or per lb. less *ad val.*	£0 3s. 0d. —	£0 2s. 0d. —	£0 2s. 0d. —	£0 2s. 0d. 10%
	(b) Other . . . *ad val.*	whichever duty sh 40%	all be the 30%	greater 30%	20%
118	Machinery, apparatus, appliances and implements (not elsewhere provided for, and not including vehicles, domestic articles or articles designed for use by distribution traders or organizations):				
	(b) Mining, including underground yielding arches; slime pumps and accessories therefor; mine head frames; but excluding sets and grids and other structural ironwork or steelwork:				
	(i) Single castings of iron or steel each not exceeding 10,000 lb. in weight; namely: liner for ball, tube, rod and hammer mills, and chutes, hammer for hammer mills, and jaws, wearing plates and liners for stone crushers and ore crushers *ad val.*	25%	20%	15%	15%
	(c) Manufacturing and industrial including machinery for power laundries; and steel shuttering and fittings, n.e.e., for concrete construction work: but excluding structural ironwork or steelwork:				
	(i) Single castings of iron or steel each not exceeding 10,000 lb. in weight; namely liners for ball, tube, rod and hammer mills and chutes, and hammer for hammer mills (excluding hammers for grain mills) . . *ad val.*	25%	20%	15%	15%
122 (1)	Iron and steel:				
	(a) In block, ingots, pigs, billets, slabs, blooms and like crude manufactures . *ad val.*	27½%	22½%	17½%	17½%
	(c) Hoop or strip, flat, corrugated or in coils, being a product of not more than 12 inches in width and less than ¼ inch in thickness; bar, flat or coiled, being a product of not more than 12 inches in width and not less than ¼ inch in thickness, with a cross-section in the shape of a rectangle or with two parallel and equal sides and two other equal sides; rod, being a product of solid cross-section in the shape of circles, segments of circles, ovals, triangles, pentagons, hexagons or octagons; angle, H, T, I, U, channel and other shapes and sections except tubular: in the length, with a plain, chequered, ribbed or similar patterned surface, whether or not coated with non-metallic substances or metals other than precious metals, or treated or worked to improve the appearance, finish or properties of the metal, not being perforated or otherwise worked:				
	(i) Uncoated or rough coated to prevent rust, and of a free on board value not exceeding £40 per ton of of 2,000 pounds:				
	(A) Rod, including indented or deformed rod, with a circular cross-section and a diameter of not less than ⅛ inch and not more than 4 inches *ad val.*	27½%	22½%	17½%	17½%
	(B) Bar, of rectangular cross-section other than square, of a thickness of not less than ¼ inch and not more than 1 inch, in widths of not less than ¾ inch and not more than 9 inches, but not including bar with a chequered or similar patterned surface . *ad val.*	27½%	22½%	17½%	17½%
	(C) Bar, square, with a cross-section of not less than ¾ inch by ¾ inch and not more than 1½ inches by 1½ inches *ad val.*	27½%	22½%	17½%	17½%
	(D) Channel, of a flange size of not less than 1½ inches and not more than 3 inches and a web size of not less than 3 inches and not more than 6 inches *ad val.*	27½%	22½%	17½%	17½%
	(E) Angles, equal, of flange sizes of not less than 1 inch and not more than 4 inches, and of a thickness of not less than ·09 inch and not more than ½ inch *ad val.*	27½%	22½%	17½%	17½%
	(F) Angles, unequal, of flange sizes of not less than 2 inches by 3 inches, and not more than 3 inches by 4 inches, and of a				

(Continued on page 1145)



You have an assignment—building business overseas. It is your first visit and you have a lot to do with no time to waste □ What can we do to help you? Shell companies are established in 130 different countries and their knowledge of local trading conditions is always at your service. Who more natural to turn to than another commercial organisation facing commercial problems like yours, continually, all over the world. When you deal with Shell you have associates everywhere.

YOU CAN BE SURE OF SHELL INTERNATIONAL SERVICE

NEW BUSINESS OPPORTUNITIES
WORLD-WIDE...FOR YOU

EUROPE:
UNITED KINGDOM

BX.55: Manufacturer of liquid glue for photoengraving and general-purpose glue for home and office, envelope manufacture, etc., seeks to expand markets world-wide.

AX.1: Manufacturer of new completely disposable inexpensive fire extinguisher seeks world-wide distributors and importers.

AX.2: Manufacturer of vitreous enamelled wire-wound resistors seeks to expand markets world-wide.

AX.3: Manufacturers of agricultural and horticultural spraying machines wish to expand their overseas sales.

AX.4: Importer seeks agencies for garden furniture, also gift articles, particularly Denmark, Holland and Sweden.

BX.16: Firm offers new technique of precision press blanking; produces microfinish on profiles.

BX.13: Manufacturer of desk items seeks expanded world-wide markets.

GERMANY

BX.44: Firm seeks manufacturers of Polyurethane Foam world-wide.

HOLLAND

BX.44: Importer seeks manufacturers of industrial and marine automation equipment, intercom systems, telecommunications, silicium diodes, appliances, etc.

ASIA:
INDIA

BX.81: Firm seeks agents world-wide for orchid plants and flower bulbs.

AUSTRALIA

BX.102: Importer seeks suppliers of fastening cloth (teasel cloth) in two sections—hooks and piles.

BX.105: Importer seeks supplies of resins, broom fibres, and glass microscope slides.

BX.106: Firm will represent and distribute used and reconditioned General Engineering Machinery.

BX.108: Firm seeks suppliers of hardware, household items, builders' supplies, farm supplies, and equipment, engineering equipment and raw materials.

UNITED STATES
California

BX.138: Importer seeks exporters and wholesalers of seashells, fish nets, old ship's gear and sea paintings, etc.

BX.146: Importer seeks marine hardware for pleasure boats: gifts, gadgets, of marine design.

Florida

BX.158: Importer-distributor seeks European hardware, housewares, sporting goods, camping equipment, heating equipment, auto accessories.

BX.160: Importer seeks guitars and other stringed instruments, congas, bongos, other rhythm instruments.

New Jersey

BX.194: Firm seeks to represent manufacturers of metal stampings and components, tools and dies, etc., in metropolitan New Jersey and New York.

New York

BX.200: Firm seeks suppliers of microscopic cover glass #1 and #2 thickness.

BX.203: Importer seeks sources of marine hardware and fittings for small racing sail-boats.

BX.208: Manufacturer's agent seeks manufacturers of merchant steel pipe, couplings, copper and brass water tube.

BX.209: Importer-distributor seeks exclusive agencies for machinery manufacturers.

BX.222: Sales organization seeks to import unique or elegant advertising matches.

AX.7: Firm seeks to import large quantities of sharkskin, either tanned or untanned to be used in the manufacture of men's shoes.

AX.8: Importer seeks contact with manufacturers of ladies' knitwear for direct imports of such goods.

Ohio

BX.225: Firm seeks sources world-wide of business gifts, advertising specialities, promotional items, etc.

Utah

BX.248: Manufacturer seeks to import furniture frames, medium-priced furniture and giftware.

In the last two years, Pan Am has received and published more than 2,000 requests like those shown on this page. Pan Am, through its World-wide Marketing Service, obtained over 10,000 leads for these business men to follow up. Whatever you want to sell or buy, the man to see is your Pan Am International Cargo Representative.

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☐ Please send me a copy of "Clipper Cargo Horizons."

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Position .....

Company .....

Company Address .....

BTJ

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PAN AM

WORLD'S MOST EXPERIENCED AIRLINE

Tariff Item	Item	Duty A	Duty B	Duty C	Duty D
	thickness of not less than ⅛ inch and not more than ¼ inch *ad val.*	27½%	22½%	17½%	17½%
	(G) Z section, of a perpendicular of not less than 1 inch and not more than 1½ inches, and a flange size of not less than ¾ inch and not more than 1½ inches and of a thickness of not more than ⅜ inch *ad val.*	27½%	22½%	17½%	17½%
	(g) Structural ironwork and steelwork (not being goods provided for under item 119, nor goods more specifically provided for elsewhere, nor identifiable components of such goods), including sheets, plates, strips, angles, shapes, sections and tubes (being bent, curved, drilled, punched or otherwise fabricated components of structures), complete structures, platforms and stagings for the support of machinery and other apparatus, sets and guides, ore bins, signal and crane gantries, ladders, stairways, gangways, galleries, lattice masts, pylons and towers (not being mine head frames) *ad val.*	40%	30%	30%	25%
134	Pipes, piping, tubes, tubing and fittings: of metal or substitutes therefor:				
	(a) (i) Mild steel tubing, black or or galvanized, whether or not perforated, of uniform bore and thickness (the bore being confined to nominal sizes of ¼ inch to 2 inches inclusive and the thickness being confined to British Standard Gauges 7 to 13 inclusive) the ends being plain or screwed and, additionally or alternatively, fitted with any form of joint *ad val.*	30%	25%	20%	20%
147 (1)	Traction engines and steam wagons; stone crushers (not being mining machinery) and mechanical stone driers; road rollers, road scarifiers, bull and angle-dozers, and mechanical road construction or maintenance machines; street sweeping and street spraying machines; melting and mixing plant for road surfacing materials; tar and pitch boilers; parts and spare parts thereof, n.e.e.:				
	(a) Single castings of iron or steel each not exceeding 10,000 lb. in weight, namely: jaws, wearing plates and liners for stone crushers *ad val.*	25%	20%	15%	15%
195 (1) (a)	Motor spirit per imp. gal.	1s. 11½d.	1s. 11½d.	1s. 11½d.	1s. 11½d.
259 (1)	Rubber blankets, sheets and strips (excluding packing and lagging), used in connection with machinery; under such conditions and regulations as the Controller may prescribe *ad val.*	10%	5%	Free	Free
(2)	Rubber manufactures, n.e.e.:				
	(a) Foam rubber in the piece, in the length or in block form: pliable *ad val.*	40%	32½%	30%	20%
	or per lb.	£0 3s. 0d.	£0 2s. 0d.	£0 2s. 0d.	£0 2s. 0d.
	less *ad val.*	—	—	2½%	12½%
		whichever duty shall be the greater			
	(b) Other *ad val.*	30%	22½%	20%	10%

LEBANON

Law regulating foreign ownership of real estate

A NEW law regulating foreign ownership of real estate has been enacted in the Lebanon. The only important change introduced by the new law is that real estate purchased by a foreigner may not exceed ten thousand square metres in any one district.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel.: Abbey 7877, Ext. 2357).

EUROPEAN ECONOMIC COMMUNITY

Unmanufactured tobacco and tobacco refuse—Tariffs in the EEC

A NOTICE published in the *Board of Trade Journal* of May 8 (page 1039) concerned the Decision taken by the representatives of Member States of the European Economic Community on import duties for unmanufactured tobacco and tobacco refuse (Tariff heading 24.01). The penultimate sentence of the notice should have read 'On December 31, 1964, the Member States will make a further reduction of 15 per cent in the difference between the national rates applied at January 1, 1957, and that of the Common Tariff (a 30 per cent reduction of this difference has already been made by the Member States).'

ITALY

Imports of ferro-silico-chromium

AN ITALIAN Ministerial Decree dated March 20, 1964, fixes the annual quota of ferro-silico-chromium containing not more than 0·1 per cent of carbon (Tariff Heading No. 7302 E II C1) which may be imported from all sources at a reduced rate, at 5,000 tons.

Inquiries concerning this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 450).

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for United Kingdom Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

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ASSOCIATED BANK IN IRAN—
THE BANK OF IRAN AND THE MIDDLE EAST
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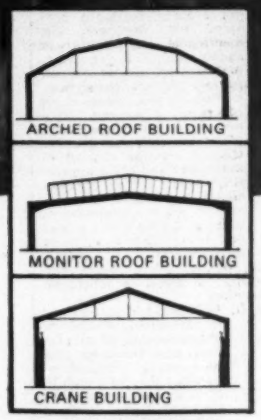

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THE ROYAL BANK OF CANADA

Incorporated with limited liability in Canada in 1869

Over 1,100 branches in Canada, the Caribbean area and South America

Investigation into imports of watches and watch movements

THE UNITED STATES TARIFF COMMISSION have instituted a preliminary inquiry into a complaint filed with them, alleging unfair methods of competition and unfair acts in the importation and domestic sale of watches and watch movements.

The Commission will determine during this preliminary inquiry (a) whether the institution of an investigation under the provisions of Section 337 of the Tariff Act is warranted, and (b) whether the issuance of a temporary order of exclusion from entry is warranted.

Persons wishing to submit information pertinent to the preliminary inquiry may do so in writing to the Secretary, United States Tariff Commission, 8th and E. Streets, N.W., Washington, D.C., 20436. A signed original and nineteen true copies are required.

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2630).

ARGENTINA

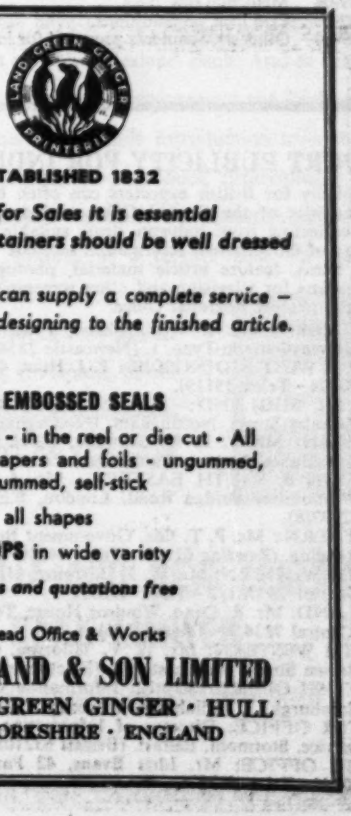
'Aforos' for imports

ARGENTINE CUSTOMS ADMINISTRATION Resolution No. 231 of April 17, 1964, establishes the following index prices ('aforos' – average valuations) on which surcharges and duties in respect of the following items will be assessed:

Tariff No.	Item	Value C. & F. U.S. dollars	Appraisement Unit
2236, 2237	Transistor radio, miniature type, up to 15 cm. front dimension, up to 600 grammes weight, with case and audiphone, without batteries, one waveband, up to six transistors	15·25	Each
2237, 2238	Transistor radio, miniature type, up to 15 cm. front dimension, up to 600 grammes weight, with case and audiphone, without batteries, one waveband, more than six transistors	17·70	Each
2236, 2237, 2238	Transistor radio, miniature type, up to 15 cm. front dimension, up to 600 grammes weight, with case and audiphone, without batteries, two wavebands	22·50	Each
2236, 2237, 2238	Transistor radio, miniature type, up to 15 cm. front dimension, up to 600 grammes weight, with case and audiphone, without batteries, more than two wavebands	35·30	Each
2236, 2237, 2238	Transistor radio, portable type of more than 15 cm. front, of more than 600 grammes, without batteries, one waveband	24·15	Each
Without Tariff No.	Transistor radio, portable type of more than 15 cm. front, of more than 600 grammes, without batteries, one waveband, with clock	30·15	Each
2236, 2237, 2238	Transistor radio, portable type, of more than 15 cm. front, of more than 600 grammes, without batteries, two wavebands	25·80	Each
Without Tariff No.	Transistor radio, portable type, of more than 15 cm. front, of more than 600 grammes, without batteries, two wavebands, with clock	31·80	Each
2236, 2237, 2238	Transistor radio, portable type, of more than 15 cm. front, of more than 600 grammes, without batteries, three wavebands	36·00	Each
Without Tariff No.	Transistor radio, portable type, of more than 15 cm. front, of more than 600 grammes, without batteries, three wavebands, with clock	42·00	Each
2236, 2237, 2238	Transistor radio, portable type, of more than 15 cm. front, of more than 600 grammes, without batteries, four wavebands	52·60	Each
Without Tariff No.	Transistor radio, portable type, of more than 15 cm. front, of more than 600 grammes, without batteries, four wavebands, with clock	58·60	Each
2236, 2237, 2238	Transistor radio, portable type, of more than 15 cm. front, of more than 600 grammes, without batteries, more than four wavebands	100·00	Each
Without Tariff No.	Transistor radio, portable type, of more than 15 cm. front, of more than 600 grammes, without batteries, more than four wavebands, with clock	106·00	Each
2236, 2237, 2238	Transistor record player without radio, with monaural amplifier	22·60	Each
2236, 2237, 2238	Transistor record player without radio, with stereophonic amplifier	55·50	Each
2236, 2237, 2238	Portable table combined transistor radio and record player, one waveband, with monaural amplifier	40·70	Each
2236, 2237, 2238	Portable table combined transistor radio and record player, more than one waveband, with monaural amplifier	47·50	Each
2236, 2237, 2238	Portable table combined transistor radio and record player, with stereophonic amplifier	58·50	Each
2236, 2237, 2238	Transistor car radio, without aerial, one waveband, without key board	26·00	Each
Without Tariff No.	Transistor car radio, without aerial, one waveband, without key board, with clock	32·00	Each
2236, 2237, 2238	Transistor car radio, without aerial, one waveband, with key board	35·90	Each
Without Tariff No.	Transistor car radio, without aerial, one waveband, with key board, with clock	41·90	Each
2236, 2237, 2238	Transistor car radio, without aerial, two wavebands	58·00	Each
Without Tariff No.	Transistor car radio, without aerial, two wavebands, with clock	64·00	Each
2236, 2237, 2238	Transistor car radio, without aerial, combined for use in car and portable	48·50	Each
Without Tariff No.	Transistor inter-communicating central station with amplifier	33·40	Each
Without Tariff No.	Transistor inter-communicating central station with remote control, with loudspeaker only	6·40	Each
Without Tariff No.	Portable transistor receiver transmitter, operated with batteries	38·00	Each

Imports of industrial machinery and equipment

IN THE *Board of Trade Journal* of May 8, 1964, page 1034, under Argentina, the additional surcharge applicable to List 6 should have read 9 per cent instead of 90 per cent. An English translation of Decree 3011/64 is held at Export Services Branch (Tariff Section), Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4.


ESTABLISHED 1832
In the contest for Sales it is essential
Packs and Containers should be well dressed
Harlands of Hull can supply a complete service –
from the initial designing to the finished article.
SPECIALITIES . . .
CAMEO EMBOSSED SEALS
LABELS - in the reel or die cut - All papers and foils - ungummed, gummed, self-stick
TAGS - all shapes
BOX TOPS in wide variety
Designs and quotations free
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M. HARLAND & SON LIMITED
LAND OF GREEN GINGER · HULL
EAST YORKSHIRE · ENGLAND

COSTA RICA

Consumption tax

A NOTICE published in the *Board of Trade Journal* of May 15, 1964 (page 1092), reported the introduction of a Consumption Tax in Costa Rica. The first list of 'indispensable consumption items' to which the tax does not apply was published in the *Gaceta Oficial* on May 1, 1964, and is as follows:

Note

Provided that the denomination of the heading or product coincides with that in the Central American Uniform Tariff Nomenclature corresponding to the Group (3 digits), Item (5 digits) or Sub-item (7 digits) indicated in the left-hand column, it will be understood that the said heading or product covers everything included under that group, item or sub-item in the NAUCA Central American Uniform Tariff Nomenclature and in its Manual of Codification. When the denomination of the heading or product is more restricted than that corresponding to the title of the group, item or sub-item indicated on the left, it will be understood to cover only the article or articles specifically mentioned in this list, provided they are classifiable in the group, item or sub-item assigned to them.

Tariff No.	Description
022-02	Milk and cream (including buttermilk and whey and skim milk), evaporated or condensed, in solid form and powder.
048-01-01	Oatmeal and barley in powder.
091-02-01	Lard.
091-02-02	Lard substitutes and similar edible fats, n.e.s.
511-09-01	Oxygen.
541-02-00	Bacteriological products, sera and vaccines, if prepared as medicines.
541-09-03	Vitamins.
541-09-03	Liver extract.
541-09-03	Other prepared medicaments for parenteric use (injectable), n.e.s.
541-09-04	Antibiotics for internal use (oral).
541-09-04	Vitamins for internal use.
541-09-04	Ampoules, capsules and pills.
541-09-04	Wines, tinctures, syrups, elixirs, emulsions, tonics and the like.
541-09-04	Medicinal oils, n.e.s.
541-09-04	Cod liver oil emulsions.
541-09-04	Other medicaments prepared for internal use (oral).
541-09-05	Antibiotics for external use.
541-09-05	Pomades, ointments and the like, not perfumed; drying and talcum powders, containing added antiseptic substances, not perfumed, antiphlogistine plasters.
541-09-05	Plasters, n.e.s.
541-09-05	Pomades and ointments, perfumed.
541-09-05	Drying powders, perfumed.
541-09-05	Medicaments, solid or liquid, n.e.s.
541-09-05	Other medicaments prepared for external use, n.e.s.
599-02-00	Disinfectants.
629-02-00	Teats.
642-03-00	Exercise books.
642-09-06	Toilet paper, in rolls or sheets.
699-16-05	Aluminium spoons.
699-22-01	Ranges (furnaces, ovens, stoves and water-heaters, and parts therefor, to heat water, except gas ranges).
733-09-01	Invalid carriages and wheelchairs, motorized or not.
841-06-00	Leather aprons.
841-12-01	Leather, hide or skin gloves for workmen.
841-12-02	Gloves of textile fibres or other materials, n.e.s., for workmen.
851-01-01	Mules, slippers, babouches and similar house footwear, mainly of leather.
851-01-02	Mules, slippers, babouches and similar house footwear, of other materials except rubber.
851-02-01	Leather sports footwear.
851-02-02	Leather footwear for men, women and children.
851-03-02	Other footwear, n.e.s., of textile materials.
851-04-00	Rubber footwear of all kinds, including overshoes, high boots and rubber slippers.
851-09-01	Footwear of plastic materials, excluding house footwear.
892-01-01	Books and pamphlets, printed, with any binding, including atlases.
892-01-02	Newspapers and periodicals, paper-bound.
892-02-00	Newspapers and periodicals, unbound.
892-03-00	Music, printed, engraved or in manuscript, unbound or bound.
892-09-06	Geographical maps of all kinds, anatomical charts and diagrams, topographical plans, nautical and hydrographic charts, botanical and similar wall maps of all kinds, printed on paper or other materials, except those that come in the form of an atlas or books falling within Item 892-01.
899-99-05	Hand sieves, bolters and riddles, of any material.

The list is subject to changes whenever imported indispensable consumer goods are substituted by those of national production.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The C.O.I. are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. J. White Shand, Prudhoe House, Prudhoe Street, Newcastle-upon-Tyne, 1. (Newcastle 28543 – Telex 53277).

EAST & WEST RIDINGS: Mr. T. J. Hunt, 42 Eastgate, Leeds, 2. (Leeds 30474 – Telex 55119).

NORTH MIDLAND: Mr. D. de M. Guilfoyle, Walton House, Granby Street, Nottingham. (Nottingham 46221 – Telex 37572).

EASTERN: Mr. P. L. K. Schwabe, Block D, Government Buildings, Brooklands Avenue, Cambridge. Cambridge 58951 – Telex 81187).

LONDON & SOUTH EASTERN: Mr. A. E. Hunt, Hercules Road, Westminster Bridge Road, London, S.E.1. (Waterloo 2345 – Telex 22737/8).

SOUTHERN: Mr. P. T. Ede, Government Building No. 3, Whiteknights, Reading. (Reading 61122. Telex 84126 – "for C.O.I.").

SOUTH WESTERN: Mr. W. J. D. Irving, 61/63 Queens Road, Bristol, 8. (Bristol 293761/2 – Telex 44203).

MIDLAND: Mr. R. Dean, Windsor House, Temple Row, Birmingham, 2. (Central 7234/9 – Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Coronation House, 1 New Brown Street, Manchester, 4. (Blackfriars 2286 – Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Edinburgh Waverley 8501).

ULSTER OFFICE: Director of Information, Government Information Service, Stormont, Belfast. (Belfast 63210).

WELSH OFFICE: Mr. Idris Evans, 42 Park Place, Cardiff. (Cardiff 30441 – Telex 49327).

PERU

Changes in customs duties

IT HAS BEEN reported in the Peruvian journal *El Peruano* of February 22 that, by Supreme Resolutions Nos. 38 and 39 of February 18, the duties chargeable on the undermentioned items are altered as follows:

Item	Description	*Ad val.* Duty	New Specific duty (Soles per gross kilo)
3311	Artificial plastic materials in general, manufactured in flexible sheets, without textile core, in pieces or in rolls, of one colour, resembling rubber sheeting	16·667%	28·00
537	Aluminium sulphate, including that for purifying water.	16·667% 13·5% (GATT)	0·90

The above-mentioned duties include the surcharge imposed by Law 12995, and come into force 90 days after publication.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch (Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given in page vi of April 24 issue.

AUSTRALIA

Tariff changes

CHANGES HAVE been made in the Australian Tariff affecting the rates of duty on (a) precision ground ball bearings, (b) bobby pins of ferrous metal whether or not in fancy boxes, (c) tinsmith's snips or shears, (d) aluminium ingots, etc., unwrought aluminium and alloys and (e) aluminium foil.

Duties on passion fruit juice and pulp remain unchanged.

Full details of the changes will be published as soon as possible, and meanwhile may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35, Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

Special Advisory Authority Inquiry result

A NOTICE WAS PUBLISHED in the *Board of Trade Journal* on April 24 (page 919) to the effect that a reference had been made to the Australian Special Advisory Authority in respect of **domestic glassware.**

The inquiry has now been held, and as a result of the Special Advisory Authority's recommendations, temporary duties have been imposed as follows:

(1) On heat resisting glassware for cooking purposes, designed for use in the oven (Tariff Item 250(E)) having an f.o.b. value of 12s. 6d. or more per dozen, 1s. 6d. per glass piece.

(2) On tumblers and the like (Tariff Items 250(C)(2) and 250(E)) but not including tumblers of toughened glass, 1s. 6d. per dozen, subject to a reduction of 1d. for every 1d. or part by which the f.o.b. value is greater than 3s. 6d. per dozen.

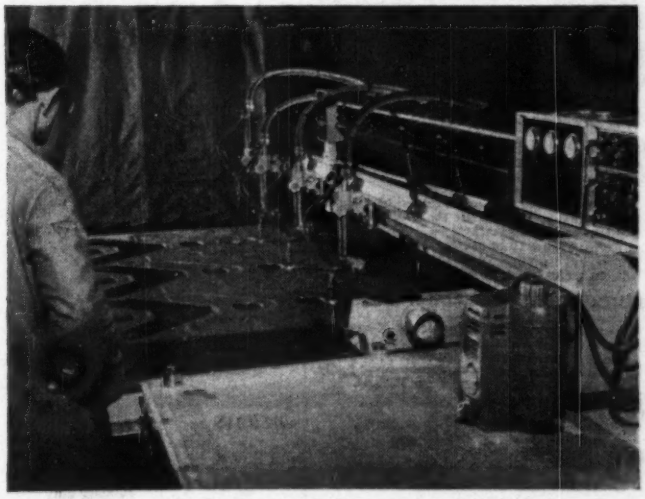
These new duties do not apply to goods in transit on, or before, April 16, 1964.

Further details will be published as soon as possible.

Note:

Specific rates are quoted in Australian currency: £A125=£100 sterling.

(*Continued on next page*)



A Merlin cross-carriage cutting machine made by the British Oxygen Co. Ltd, installed in a new production line laid down at the Doncaster works of International Harvester Co. of Great Britain Ltd., to make a range of four-wheel-drive tractor shovels. The cutting machine works without the usual template by means of a device known as Autoscan which automatically follows a line drawing on the tracing table and relays the information to the cutting nozzles. Similar machines have been installed in engineering works in most of the Commonwealth countries and Europe.

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Subjects include company formation, market potential, taxation, labour, transport, power supplies, tariff protection and local regulations. We shall be pleased to send you a free copy if you write to

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Revision of Customs By-laws

THE AUSTRALIAN DEPARTMENT of Customs and Excise have announced changes in the By-laws shown below:

New and amended By-laws

The following goods will be admitted under the By-law Tariff until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
NEEDLES:		
Threading needles (so-called), being in the nature of a bodkin with half of one side of the threading eyelet removed, for inserting plugs when repairing punctured tubeless tyres, including one rubber plug imported with threading needle	449 (A) (1)	Free
OILS, PETROLEUM AND OILS OBTAINED FROM BITUMINOUS MINERALS:		
Oils, other:		
Lubricating, synthetic, of the ester type		

New period By-laws

The following goods will be admitted under By-law provided they are shipped to Australia on or before June 30, 1964, and are entered for home consumption on arrival:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
PAPER:		
Single ply, otherwise classifiable under Item 335 (A) (3), for use in the manufacture of paper serviettes, under security	335 (A) (1) (d)	Free
Single ply, otherwise classifiable under Item 335 (E) (4), for use in the manufacture of paper serviettes, under security	335 (E) (1) (b)	Free

Decisions on tariff classifications

THE AUSTRALIAN DEPARTMENT of Customs and Excise have announced the following decisions on the application of the Australian Tariff:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
ARMS:		
Guns:		
Spear, of the type used under-water for spear fishing:		
Air operated	189 (E) (1)	Free
Rubber operated	189 (E) (2)	12½% *ad val.* Primage duty 10% *ad val.*
BAGS, BASKETS, BOXES AND CASES, etc. (NOTE: Bags, baskets, boxes and cases, etc., classifiable under Item 376 covers such goods with or without fittings).		
BASKETS:		
Bottle wrappers, of knotted raffia	376 (A)	15% *ad val.*
Waste paper:		
Of basket weave or wire mesh	376 (A)	15% *ad val.*
Tinplate, of types used in the household or office	305 (A)	17½% *ad val.*
Wire, display, as used for the display of merchandise in supermarkets	376 (A)	15% *ad val.*
NOTE: Care is to be exercised that wire basket trolleys for the conveyance of purchases are not entered under this Item under but Item 360 C.		
PHOTOGRAPHIC MATERIALS:		
Cameras:		
Cinematographic, photographic or X-ray (but not including tripods)	382 (A)	Free
NOTE: Cameras of inferior quality, provided capable of taking a photograph however badly, are classifiable under Tariff Item 382 (A).		
PUBLICATIONS:		
Vehicle service booklet	337 (C) (2)	22½% *ad val.*
PUFFS, POWDER:		
Swansdown, so called, being the skin and soft under-plumage of birds	112 (A)	40% *ad val.* Primage duty 5% *ad val.*
TIMBER:		
Dowelling	292 (G) (2)	25% *ad val.*
TOYS:		
Educational toys (e.g., toy chemistry, electricity, printing, sewing and knitting sets)	310 (B)	17½% *ad val.*
NOTE: This reference includes microscopes of types not demonstrably intended for use in laboratories or for serious research work. They are of a type usually retailing for £3 or less, although, if included in kits the retail price of the kit will of course be higher.		

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

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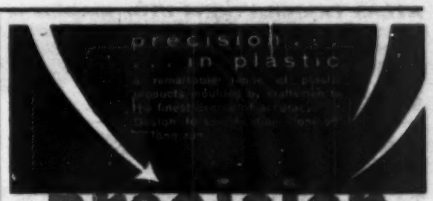

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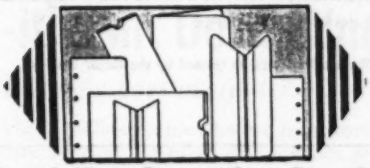

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CUSTOMS NOTICES OF INTEREST TO EXPORTERS

THE following Public Notices issued to H.M. Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory, and to whom all inquiries should be addressed, or from the Secretary, H.M. Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

GENERAL

Notice No.	
49	Temporary importations: International Co-operation.
77E	Purchase Tax – Exports.
106	Temporary exportation of samples by British commercial travellers.
113	Scale of charges for the special attendance of an Officer of Customs and Excise given at the request of a merchant or trader.
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs Duty and/or Purchase Tax.
206	Relief from Customs Duty and Purchase Tax for goods temporarily imported for process or repair and subsequent re-exportation.
207	Reimported goods: relief from Customs Duty and Purchase Tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
215	Relief from Customs Duty and Purchase Tax on importations of goods intended for export which are not otherwise eligible for relief.
427	Declaration of value on Customs export documents.
S.N.6	Notice to Passengers (Exchange Control and Export Licensing).

•Notice to Exporters – Exchange Control (issued by H.M. Treasury).
[•Also obtainable from any bank.

DRAWBACK

7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
131	Sugar Act, 1956. Composite goods containing sugar or molasses. Procedure following a change in rate of surcharge, etc., under the Act.
171	Drawback on hydrocarbon oil used in the United Kingdom in the manufacture of goods not containing hydrocarbon oil.
172	Drawback on hydrocarbon oils.
218	Drawback on certain imported goods exported without change of state.
219	Drawback on certain exported goods manufactured from imported materials on which duty has been paid.
220	Drawback on silk and man-made fibres.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer as an alternative to examination on the quay.
278	Drawback on tea, sugar, invert sugar, liquid glucose, cocoa, cocoa butter, coffee and composite goods, chargeable with duty under The Import Duties Act, 1958.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Authorization of signatories to drawback claims.
S.B.1 (Revised), S.B.2, S.B.3, S.B.4	Sugar Act, 1956. Distribution Repayments (issued by the Sugar Board).

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	10 Jan. 1964
Business names registered (A)	7 Feb. 1964
Capital expenditure:	
By industry – provisional (Q)	6 Mar. 1964
– final (Q)	10 April 1964
Distributive and service trades (A)	27 Dec. 1963
Expected capital expenditure (6-M)	17 Jan. 1964
Cars and commercial vehicles (M)	1 May 1964
Catering trades turnover (M)	This week
Chemical industries production (6-M)	15 May 1964
Companies:	
Income and finance (Q)	1 May 1964
New companies registered (M)	This week
Property companies (A)	20 Dec. 1963
Engineering and electrical goods:	
Deliveries of certain products (Q)	27 Mar. 1964
Production, exports and orders (M)	1 May 1964
Film industry:	
British film fund agency returns (M)	1 May 1964
Cinema admissions and takings (M)	8 May 1964
Registrations of films (A)	28 Feb. 1964
Trends in film going (A)	1 Mar. 1963
Foreign trade:	
Commonwealth trade (A)	28 June 1963
Sterling area trade summary (Q)	This week
Trends in exports of manufactures (A)	27 Sept.1963
World trade and production (Q)	17 April 1964
Foreign trade of the UK:	
Trade by air (6-M)	15 Nov. 1963
Unit value and volume index nos. (M)	8 May 1964
Value of overseas trade (M)	1 May 1964
Gold and dollar reserves (M)	8 May 1964
Hire purchase:	
Assets and liabilities of HP companies (Q)	6 Mar. 1964
Business (M)	15 May 1964
Industrial building:	
Provisional figures (Q)	24 April 1964
Industrial production:	
Census, first results (A)	27 Dec. 1963
Index nos. (M)	1 May 1964
N. Ireland index (M)	27 Mar. 1964
Insurance companies:	
Assets (A)	19 July 1963
Transactions (Q)	27 Mar. 1964
Investments and earnings overseas (A)	15 Nov. 1963
Passenger movement to and from UK (Q)	3 April 1964
Pension funds:	
Assets (A)	26 July 1963
Transactions (Q)	3 April 1964
Retail prices index (M)	24 April 1964
Retail trade:	
Index nos. (M)	15 May 1964
N. Ireland index (M)	1 May 1964
Shipping movement at UK ports (Q)	17 April 1964
Stocks:	
Manufacturers and distributors (Q)	10 April 1964
Retail (M)	17 April 1964
Textiles:	
Clothing and textile orders and deliveries (M)	This week
Man-made fibres production (M)	8 May 1964
Wholesale houses sales (M)	This week
Wool and cotton output (M)	This week
Tourist traffic (M)	8 May 1964
Wholesale prices:	
Average prices of selected commodities (A)	21 Feb. 1964
Index nos. (M)	15 May 1964

Board of Trade Departments, etc.

Subject	*Last published*
British Commercial Representatives Overseas	24 April 1964
Board of Trade Addresses	28 Feb. 1964
Board of Trade Regional Organizations	24 April 1964
ECGD Local Offices	31 Jan. 1964
British and Commonwealth Chamber of Commerce and other British Business Organizations Overseas	24 April 1964
United States Consular Offices in the UK	21 July 1961

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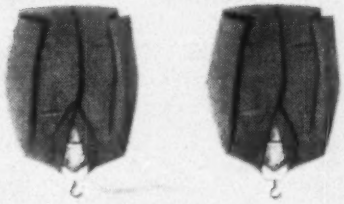

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